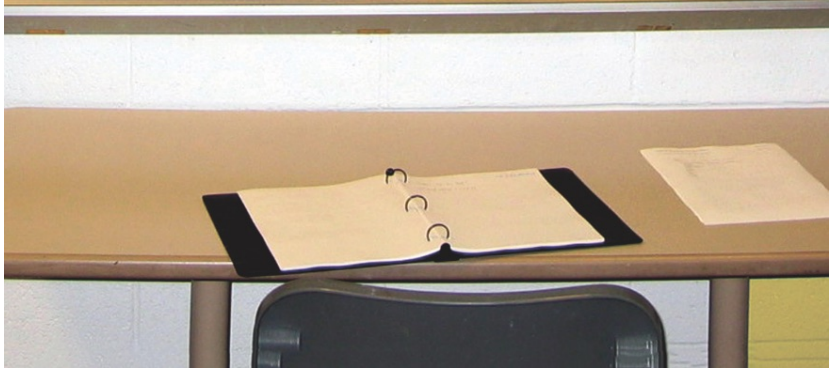
dag heward-mills

The Art of Leadership

Third Edition

Foreword by Dr. David Yonggi Cho



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Foreword

I would like to introduce Dr. Dag Heward-Mills' new book entitled, *The Art of Leadership* with tremendous enthusiasm as I highly recommend this book to you.

Dag Heward-Mills is a brilliant man of God, and he is an example of what he is teaching in this great book. He has lived up to its standards, and he can lead countless others to this high road of excellence in leadership. We cannot lead others where we have not gone ourselves, and so this book depicts the path of all great leaders in the history of the Church.

It reveals the prerequisites for leadership, and the goals for every potential leader. This book is biblically-based, and it embraces the challenges found only in the Word of God.

Dr. Heward-Mills has learned so many great truths throughout his many years of service. He has led other leaders, and he has pioneered many Lighthouse Chapels throughout the world. He is a prolific author, and he is a very sought after conference speaker.

He has been a true inspiration to all of us in the Church Growth International ministry, and he is one of our honoured Board Members.

His wisdom, insight and his experience can inspire you, as you follow him as he follows Christ. Dr. Heward-Mills is interested in making disciples of Jesus Christ who will become the future leaders in the church.

The Art of Leadership will show you the way, and it will provide a guide into the secrets of a true leader. It is an art and as such, it must be learned. This book will teach you everything that you need or desire to learn about the important art of leadership in the church today and the church of the new millennium.

November 2, 2001
Dr. David Yonggi Cho, Senior Pastor
Yoido Full Gospel Church
Seoul, South Korea

Chapter 1
Everything Depends on the Leadership

For, behold, the Lord, the Lord of hosts, doth take away from Jerusalem and from Judah the stay and the staff, the whole stay of bread, and the whole stay of water, The mighty man, and the man of war, the judge, and the prophet, and the prudent, and the ancient, The captain of the fifty, and the honourable man, and the counsellor, and the cunning artificer, and the eloquent orator. And I will give children to be their princes, and babes shall rule over them. And the people shall be oppressed, every one by another, and every one by his neighbour: the child shall behave himself proudly against the ancient, and the base against the honourable. When a man shall take hold of his brother of the house of his father, saying, Thou hast clothing, be thou our ruler, and let this ruin be under thy hand: In that day shall he swear, saying, I will not be an healer; for in my house is neither bread nor clothing: make me not a ruler of the people. As for my people, children are their oppressors, and women rule over them. O my people, they which lead thee cause thee to err, and to destroy the way of thy paths.

Isaiah 3:1-7,12

Who Depends on Leadership?

1. The church depends on its leadership.

In the Church, the lack of true leadership gives rise to the proliferation of sin and evil doers as well as false church leaders. The lack of real leaders in a church causes many people to lose their souls, die and go to Hell. How can this be? A real leader in the church will lead the congregation to win souls and do missionary work. Whenever the church's leadership stopped concerning itself with the lost and dying souls, false religions and alternative faiths crept in and took over.

A body without a head is no body. A church without a true leader is truly pathetic! A nation without a real leader is cursed! Truly every nation rises and falls based on its leaders.

Almost every bad situation within the church can be attributed to the lack of a good leader. Church splits and scandals are often the result of a lack of strong leadership. The Scripture we read above tells us how God was going to curse the land by taking away leaders. Churches rise and fall on leadership. With a good strong leader, a church will grow into a megachurch. With bad leadership, churches don't go anywhere even if the pastor is very anointed. You sometimes see an anointed minister who has bad leadership qualities. His ministry usually falls into chaos because of bad leadership qualities.

Leadership is an art. It is a secular subject, which is necessary for ministers of the gospel to understand. The ability to write and read is not a spiritual thing; it is a secular skill, which needs to be learned. Without that ability you are going nowhere in this world. Same thing for leadership! Without the knowledge and skills of leadership your ministry is going nowhere.

2. Every nation depends on its leadership.

In this Scripture, God predicts a mighty judgement on Jerusalem and on Judah. God had determined to punish and destroy those nations. How was he going to do it? The Scriptures make it very clear.

Some years ago I asked a friend whom he would vote for in an upcoming election. He hesitated, so I asked a more direct question. I asked, "Will you vote for President X?"

At that point he responded and said, "If I had to choose between your four-year-old son, David, and President X, I would certainly prefer to vote for your four-year-old son."

He continued and said, "I would rather vote for a goat to be our President than for that person."

It is obvious that neither my son nor a goat would be able to help our nation very much. To have the leadership of children or babies, or as this person said, a goat, is certainly a curse. What would be the result of having such inappropriate and flunkey leaders? The Bible has the answers.

"The people shall be oppressed, everyone by another, and every one by his neighbour: the child shall behave himself proudly against the ancient, and the base against the honourable" (Isaiah 3:5).

Have you not seen this picture somewhere - oppression, injustice, intimidation and the proliferation of all sorts of evil? What gives rise to rebels in Africa, and to thousands of young people in a drug culture in Europe and America? In a nation where there is little or no good leadership, you will notice the rise of coup leaders, rebels and war mongers.

3. The community depends on its leadership.

God was going to take away all kinds of leaders from the community. The community was going to be left leaderless. Almighty God knows this principle very well: No leader, no progress! No leader, no development! No leader, no blessing! No leader, no deliverance! God knew that the community would fall into judgement if he removed leaders from their midst. This is because everything rises and falls on leadership.

Almighty God was unleashing one of the most terrible punishments anyone, nation or group of people could ever have. That is to have no leaders. If you look closely at this Scripture, you will see that God was predicting the removal of every type of leader from the community.

> **…the Lord doth take away… the mighty man, the man of war, the judge, the prophet, the prudent, the ancient, the captain of fifty, the honourable man, the eloquent orator…**

If you study this list closely, you will come to the frightening realization that the community is left without anyone who can lead the people in any aspect. Pastors were taken away. Politicians were taken away. Senior citizens were taken away. Wise people were taken away. They were all taken away from the community. This is what I call a headless society.

4. Every family depends on leadership.

A family becomes rich or poor depending on the father's leadership. One of the most severe judgements that God could give to His people was the removal of all kinds of leaders. As you know, nature abhors a vacuum. And in place of real leaders, Jehovah predicted the rise of bogus leadership.

> **And I will give children to be their princes, and babes shall rule over them…**

Instead of fathers taking up their role of leading, children and babes would have to lead the way. These children and babies represent incapable and useless leaders. It is obvious that a baby cannot rule his own bowels, how much more rule a nation.

5. The continent depends on its leadership.

A debate I often get into with friends is about the state of the African continent. I often marvel at the lack of development and the level of poverty in Africa. I ask myself, "What is it? Can we not build our own roads? Why do we need a foreign company to build roads and toilets for us?" It would be very unusual to go to a European country and find foreign companies engaged in building roads or toilets in that country. Why is there so much suffering and sickness in developing countries?

There are many theories that have attempted to explain the condition of poor and unstable nations. Some people say that there is a curse on the black man. Others claim that it is the lack of democracy. And some even think that there is a curse on the African continent. I believe that the principal reason for the poor state of affairs is the lack of good leaders.

Whenever there is a good leader, you will notice a great deal of development and you will notice prosperity. The absence of leaders can be seen clearly in two worlds. You will notice the absence of leaders in the natural or secular world. You can also notice the absence of leaders in the spiritual or church world. When there is a lack of leadership in the Church world, you will notice the same signs of a lack of development of ministry, poverty, lack of teaching and a lack of knowledge, and the proliferation of sin.

There is a need for leaders in every sphere of life. There is a need for genuine leaders in the secular world. There is a genuine need for leaders in the church world. It is my prayer that God will raise you and many others up to be true leaders for your generation! Truly, everything depends on the leadership!

Chapter 2
Decide to Become One of the Few Good Leaders in This World

If you believe that you are called to the ministry, then you are called to leadership. That is why this book is very important for your life; so that you will be a good leader for the Lord Jesus Christ. Paul wrote to Timothy and told him to do certain things to make him a good leader. There are good ministers and bad ministers. Decide to be a good minister!

…thou shalt be a good minister of Jesus Christ…

1 Timothy 4:6

If you are going to be effective in the ministry, you must study leadership. Whenever I go into a bookshop, I find myself gravitating towards the leadership section. I have read countless books on leadership. I have studied this all-important subject. I want to be a good leader. Good things do not drop on you like ripe mangoes from a tree. You have to study and discover all that there is to learn.

It is obvious that there are not many good leaders around. If there were, you and I would be able to point them out without much difficulty! I believe that there are many reasons why there are few outstanding leaders, but let us start by looking at why people do not want to be leaders in the first place!

Overcome the Obstacles to Becoming a Leader

1. Overcome ignorance about your calling to leadership.

They do not know because no one has told them so! They don't even know that they have the ability to lead. Some people think that only a few people are born to lead. I do not believe that few people are born to lead. I believe that many people are born with the ability to lead but they are not prepared to pay the price to become leaders.

So the last shall be first, and the first last: for many be called, but few chosen.

Matthew 20:16

For many are called, but few are chosen.

Matthew 22:14

The Bible teaches us that many are called to service. Anyone who yields himself to the ministry of the Lord Jesus Christ becomes an automatic leader. *A minister of the gospel has to demonstrate leadership qualities and abilities all the time.*

If you are called to His service, then you are called to be a leader. You cannot avoid it!

2. Overcome accusations that stop you from becoming a leader.

Leaders are often accused of being ambitious. They are often accused of having bad motives. I was very surprised when I heard some people accuse me of being in the ministry for money. But God spoke to me and told me that it is inevitable that I should be accused. Every good leader has many enemies. The nature of good leadership is that it charts out a course and maintains the

direction. This means that you may cross over and hurt certain people.

And whosoever doth not bear his cross, and come after me, cannot be my disciple.
Luke 14:27

Many years ago, I told a brother that I did not want to be a leader in a certain fellowship. I told him that I was a quiet person and that I enjoyed my privacy. I told him that I did not want to preach or to lead. But God had another plan for me and today I am a leader in God's house. Becoming a leader will cost you your valued life. I have very little private life left. Most people know a lot of things about me. I am discussed in people's homes and cars. Like all leaders, I am praised by some and criticized by others. This is the lot of a leader. This is why some people shun leadership. But Jesus said that you should take up the cross and follow him. Christianity involves sacrifice. It is worth becoming a leader within the church.

3. Overcome the fear of disgrace.

There are many leaders who have ended up in disgrace after taking up the mantle of leadership. Others have experienced terrible hurts and had bitter experiences. Some have been crucified by the people they led.

I have personally watched how leaders have been rewarded with evil after many years of service. I have seen several (and I mean several) churches throw out their pastor after he has led them for many years. I have seen pastors ridiculed and humiliated by members they have ministered to for years and at great expense. I have watched pastors being rejected over issues like cars and houses. How sad! We all know how Jesus was crucified after three and a half years of ministry. That was his reward for being a shining light to His people.

In my country, I have seen several Heads of State come to unnatural deaths after ruling the nation for some years. We have seen judges being murdered in cold blood after delivering judgments they thought were right. Who then would like to be a leader in such an environment? When you study the fate of the leaders around, it is only natural that people shun leadership and choose a quiet life of peace and anonymity. I can understand why somebody would stay away from the world of lying politicians and corrupt leadership.

In this book, I am urging you to take up the mantle of Christian leadership. I am urging you to take up the call to leadership in the church. It is worth it! The challenges are very similar to secular leadership. The accusations are often the same. But it is worth it!

Secular leaders work for human rewards like money and fame. But these are perishable rewards. When you work for Jesus you receive an everlasting reward.

…Now they do it to obtain a corruptible crown; but we an incorruptible.
1 Corinthians 9:25

There are many times that I have experienced the pains of being in leadership. But when I think of the rewards that await those who faithfully do the will of God, I become encouraged. I know that one day I will be glad about everything.

Looking unto Jesus the author and finisher of our faith; who for the joy that was set before him endured the cross, despising the shame, and is set down at the right hand of the throne of God. For consider him that endured such contradiction of sinners against himself, lest ye be wearied and faint in your minds.

Hebrews 12:2,3

4. Overcome your inferiority complex.

Some people think they are not morally up to the standard of leadership. Others think that they have no leadership qualities. Others feel that they have too many personal problems to become leaders. They cannot imagine being saddled with other people's problems.

I have good news for you today! *God does not work with perfect people. He works with willing people.* He looks at the heart and he understands your human weakness. If Jesus had looked for perfection, I can assure you that none of the disciples would have qualified for leadership positions in the church. Take Peter for example; he betrayed the Lord Jesus three times just a few weeks before he was ordained. He swore and cursed as though he had received no training. Yet, the Lord used him. Take the other disciples, who argued over their positions in Heaven. "Who would be the greatest?" they asked.

> **And there was also a strife among them, which of them should be accounted the greatest.**
>
> **Luke 22:24**

After arguing over who would be the greatest, they all deserted Christ when he needed them most. Would you trust such people? Would you use such people? Yet the Lord did! You do not have to be perfect to become a leader. If that were the case, then there would be no leaders in the world or in the church. This does not mean that there are no standards. God expects the highest standards of character and morality. And yet, he works with imperfect people.

God looks at the heart. Make sure that your heart is right and God will be able to use you.

> **…for the Lord seeth not as man seeth; for man looketh on the outward appearance, but the Lord looketh on the heart.**
>
> **1 Samuel 16:7**

5. Overcome selfishness.

Such people care only about themselves. They are happy to have salvation. They are happy to have the Holy Spirit. They are happy to have prosperity. But they couldn't care less about anybody else. "Once I am okay," they think, "Everything is okay." That is a spirit of selfishness.

A selfish person cannot be bothered to go through any training or sacrifice to become a leader. He will not expend any energy to help another soul. If Christ had decided to stay in the comfort of Heaven, where would you be today? He rose out of the grave and you cannot even get out of bed. I rebuke that spirit of laziness and selfishness! Thank God for missionaries. Thank God for people who traveled away from their homes into foreign cultures just because they wanted to help somebody.

Chapter 3
Forty English Names for Leaders

He will destroy all the nation's leaders - the heroes, soldiers, judges, prophets, diviners, elders, army officers, honorable citizens, advisers, skilled magicians, and expert enchanters.

Then he will appoint children to rule over them, and anarchy will prevail.

Isaiah 3:2-4 (NLT)

The English language has several synonyms for the word "leader". These different names reveal the different kinds of leaders that exist in the world. There are leaders in every sphere of activity and each sphere of activity gives a different name to its leader. Leaders in ships are called captains, leaders in planes are called pilots, whilst leaders of soldiers are called generals. In the political world, leaders of nations are called presidents or prime ministers whilst leaders of universities are called chancellors. In the religious world, leaders of churches are called pastors whilst leaders of mosques are called imams. Leaders of Arab villages are called sheikhs and leaders of Ghanaian villages are called chiefs.

Here are a few more possible names and titles for leaders. These names and titles are important because you must recognize leadership even if it is in another sphere of life outside your regular world.

Usually, leaders recognize each other even when they are in other spheres of activity. For instance, my leadership abilities were once recognized by an atheist who did not believe in Christ or in the church. Yet this man was able to pick me out as a leader who should be listened to. He did not recognize my religious or spiritual doctrines but he recognized my leadership skills and asked me to share these skills with other atheists. If you are a religious leader you will recognize fellow leaders even if they are businessmen, politicians, atheists or other religious leaders.

On the other hand, if you are not a leader you will not recognize a leader when you see one. For instance, many politicians in government positions do not recognize and appreciate leaders in other fields because they themselves are not leaders. Being a politician and saying things to please everyone and win their favour is different from leading people into prosperity and development.

In the scripture above, you will notice the different kinds of leaders that were present in the city of Jerusalem. The punishment of the Lord was to remove all the different kinds of leaders from the community.

1. Leaders are called captains
2. Leaders are called chiefs
3. Leaders are called commanders
4. Leaders are called presidents
5. Leaders are called prime ministers
6. Leaders are called shepherds

7. Leaders are called generals

8. Leaders are called governors

9. Leaders are called guides

10. Leaders are called pastors

11. Leaders are called bosses

12. Leaders are called the head

13. Leaders are called managers

14. Leaders are called principals

15. Leaders are called rulers

16. Leaders are called honourable citizens

17. Leaders are called counselors

18. Leaders are called pilots

19. Leaders are called superintendents

20. Leaders are called superiors

21. Leaders are called elders

22. Leaders are called pacesetters

23. Leaders are called supervisors

24. Leaders are called executives

25. Leaders are called directors

26. Leaders are called masters

27. Leaders are called lords

28. Leaders are called dictators

29. Leaders are called kings

30. Leaders are called pioneers

31. Leaders are called seniors

32. Leaders are called chancellors

33. Leaders are called sheikhs

34. Leaders are called judges

35. Leaders are called experts

36. Leaders are called specialists

37. Leaders are called heroes

38. Leaders are called secretaries

39. Leaders are called forerunners

40. Leaders are called nobles.

Chapter 4
How Leadership Is Discussed in the Bible

Leadership is an important topic in the Bible. Most Bibles do not use the word *leader* when discussing the subject. Because of this the topic of leadership is left to motivational speakers and other secular interests. However, an understanding of the different words and terms used instead of the word *leader* is helpful for you to recognize this topic in the bible. The following Scriptures reveal the diverse descriptions of leaders in the Bible.

1. Leadership is called *government* by the apostle Paul. By inclusion in this list, leadership is considered a *grace* from God.

   And God hath set some in the church, first apostles, secondarily prophets, thirdly, teachers, after that miracles, then gifts of healings, helps, GOVERNMENTS, diversities of tongues.

   1 Corinthians 12:28

2. A leader is described as a ruler by Paul. By inclusion in this list, leadership is considered a gift from God.

   Or he that exhorteth, on exhortation: he that giveth, *let him do it* with simplicity; HE THAT RULETH, with diligence; he that sheweth mercy, with cheerfulness.

   Romans 12:8

3. The biblical style of leadership is different from leadership as prescribed by the world.

   But not so with you, but let him who is the greatest among you become as the youngest, and THE LEADER AS THE SERVANT.

   Luke 22:26 (NASB)

4. In the Bible, a person is considered qualified to lead a church if he is able to lead a woman. By inclusion in this list, leadership is considered the preserve of *some* people (not all men).

   (For if a man know not how to rule his own house, how shall he take care of the church of God?)

   1 Timothy 3:5

5. The leaders of Israel were one time called judges. At another time they were called kings. Their leadership styles and their achievements were described in the books of Judges and Kings.

   Nevertheless THE LORD RAISED UP JUDGES, which delivered them out of the hand of those that spoiled them.

   And yet they would not hearken unto their judges, but they went a whoring after other gods, and bowed themselves unto them: they turned quickly out of the way which their fathers walked in, obeying the commandments of the Lord; *but* they did not so.

   And when the Lord raised them up judges, then the Lord was with the judge, and delivered them out of the hand of their enemies all the days of the judge: for it repented the Lord because of their groanings by reason of them that oppressed them and vexed them.

And it came to pass, when the judge was dead, *that* they returned, and corrupted *themselves* more than their fathers, in following other gods to serve them, and to bow down unto them; they ceased not from their own doings, nor from their stubborn way.

Judges 2:16-19

As the Lord hath been with my lord the king, even so be he with Solomon, and make his throne greater than the throne of MY LORD KING DAVID.

1 Kings 1:37

Chapter 5
The Type of Leadership You Must Avoid

***As for* my people, children are their oppressors, and women rule over them. O my people, they which lead thee cause *thee* to err, and destroy the way of thy paths.**

Isaiah 3:12

God declared that women and children would lead His people. **The tone of this Scripture leads us to believe that it is a curse or a punishment for a group of people to be led by women or children.** On the surface, this may sound a bit harsh but a little reflection and meditation on the meaning of this scripture will help your to develop your abilities to lead. Indeed, these are two curses that you must understand and avoid at all costs.

You must have heard the statement, "You are childish!" You must have heard the statement, "You are behaving like a child!" You must have said before, "I am not a child."

These statements are made because grown ups sometimes behave like children. Unfortunately, leaders in high positions often behave like children and this greatly affects everyone around them.

Also, many leaders do behave like women in their decisions and leadership style. A woman who is not tempered by the word of God and the Holy Spirit can be a terrible human being to be under. Generally speaking, women need to be softened and toned down in order to become proper, suitable and desirable leaders.

1. You must avoid developing a leadership style that is akin to the leadership of a child.

2. You must avoid developing a leadership style that is akin to the leadership of a woman.

Chapter 6
The Leadership of a Child

***As for* my people, children *are* their oppressors, and women rule over them. O my people, they which lead thee cause *thee* to err, and destroy the way of thy paths.**

Isaiah 3:12

1. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY DISORGANIZATION

Then he will appoint children to rule over them, and ANARCHY WILL PREVAIL.

Isaiah 3:4 (NLT)

If you cannot tidy up your own room you must be a child. If you cannot clean the places where you live, you must be a child. If you cannot clean up your city you must be a child even though everyone calls you the mayor or the minister.

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child. The leadership of a child results in anarchy and disorder as the Bible predicts. Whenever you see disorder, chaos, disorganization and confusion you can assume that the leadership of a child is at work.

2. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY A LACK OF UNDERSTANDING OF SERIOUS ISSUES AND IMMINENT DANGERS

When I was a child, I spake as a child, I UNDERSTOOD AS A CHILD, I thought as a child: but when I became a man, I put away childish things.

1 Corinthians 13:11

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child. A child's mind is dominated by a lack of understanding of the serious issues and dangers that confront him.

Leaderless people usually have dirty eating places and dirty toilets. Little children live in dirt and do not understand what it means. If children are left alone, filth and dirt multiply. That is why no one leaves children alone. They will not clean, sweep or wipe anything.

This is why nations in which children are leaders have filthy toilets and huge drains filled to the brim with dangerous rubbish. The chief characteristic of cities that are ruled by children is the rubbish and life-threatening garbage that can be found everywhere. The childlike leadership does not sense the connection between these death traps and the welfare of their people. Even if they sense the connection they do not know what to do. All they want is Mummy or Daddy to give them a solution.

Leaderless nations have destroyed the educational system of their countries not knowing the implications of what they are doing.

3. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY NOT UNDERSTANDING ANYTHING THAT IS A LITTLE COMPLEX

Dear brothers and sisters, DON'T BE CHILDISH IN YOUR UNDERSTANDING of

these things… but be mature and wise in understanding matters of this kind.

1 Corinthians 14:20 (NLT)

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child. When a person is in leadership and has the mind of a child he does not understand anything that is a little complex.

It is obvious when an unlearned person is at the helm of affairs. He does not understand the implications of his statements. One leader boldly declared he would never repay the debts of his country. Another such leader gave every foreigner twenty-four hours to leave the country with a maximum of twenty-four kilos of luggage. Yet another leader printed billion and trillion dollar notes for his people to use to buy a loaf of bread. Under his leadership, one loaf of bread could cost as much as one billion dollars. Such people do not read nor do they understand the implications of things they are saying and doing.

Leaders of poor countries have swallowed the concepts of globalization and free trade with their negative implications of de-industrialization, de-agriculturalization and de-population of cities. Industries, farms have been wiped out in nations, which wholeheartedly accepted these policies without understanding the complex implications it would have on the rest of the nation.

Richer nations like the USA and Australia absolutely rejected the idea of freely trading with England at the expense of not developing their own industries. They understood the complex nature of simply opening their borders to cheap imports.

These complexities are not obvious to leaders who are like children. The fact that someone who sells iPads and iPhones and iPods will always be at an advantage over someone who sells oranges and cocoa, is not easily understood by leaders who announce that their emphasis will be on agriculture.

How can a child understand the practical implications of terms like diminishing returns, increasing returns activities, synergies, innovations, perfect markets, imperfect markets and so on? And yet entire populations are led by people who have studied these things in school but do not know how to apply them in their nations.

4. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY HAVING FUN AND CELEBRATING.

To what then shall I compare the men of this generation, and what are they like? They are like children who sit in the market place and call to one another; and they say, 'WE PLAYED the flute for you, and you did not dance; we sang a dirge, and you did not weep.

Luke 7:31-32 (NASB)

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child because. A child loves to play, play, play! If you do not develop leadership skills you will be like a child who is only concerned about celebrations, entertainment, anniversaries and parties instead of the serious business of leading.

The leadership of a child is dominated by a lack of understanding of the financial costs and

implication of things. You must understand leadership because in the absence of good leadership abilities you have people who are called leaders but who waste their resources on ceremonies, anniversaries and clothing rather than permanent things.

Children talk about things they cannot and will not do. Children declare that they will become singers, astronauts and doctors but they do not become any of these things. A person with the leadership mind of a child loves to attend numerous meaningless conferences, make statements and declare lofty goals but implement none of these things.

5. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY THE DESIRE TO ACQUIRE MANY TOYS.

> **Woe to thee, O land, when THY KING *IS* A CHILD, and thy princes eat in the morning!**
>
> **Ecclesiastes 10:16**

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child. The leadership style of a child is characterized by the desire to acquire many toys.

A child wants more toys than anybody and does not care whether no one else has a toy. In some nations it looks like there are children (politicians) fighting over toys, which are the people of the nation. The childlike leader loves to have toys and playthings.

This is why the first items that are purchased by such leaders are usually cars, presidential jets and personal mansions. They greedily acquire the things they have admired in their childhood dreams. Recently, a new government came into power in a poor developing nation. Believe it or not, the news was dominated for weeks by arguments about official cars that they were using. Like children who had found a new toy, their main concern was the cars that everyone was using. Such leaders have their eyes on the money, the cars, the women (the dolls) and the mansions. Indeed, woe to the land whose king, leader, president, pastor, prime minister, commander is a child.

6. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY THE INABILITY TO FIND PRACTICAL AND REALISTIC SOLUTIONS TO PROBLEMS

> **Now there was found in it a poor wise man, and he BY HIS WISDOM DELIVERED THE CITY; yet no man remembered that same poor man.**
>
> **Ecclesiastes 9:15**

You must study leadership, understand leadership, and practice the appropriate principles of leadership. If not, you may lead people with the mind of a child because the leadership of a child is characterized by the inability to find solutions and has only one solution: to call Mummy or Daddy. The more childlike you are, you believe that your mother or father knows everything and has the solution to all your problems. My children have asked me for everything under the sun, believing that I have it in my room. From scissors, clippers, cello tape, batteries, chargers, thread, needle, money – they think I must have it hidden somewhere. A child lacks what the Bible calls '*phronimos'*.

When a person is in leadership and has the mind of a child, he only has one solution for every problem. Children solve problems by just saying, "I will tell my Daddy. My Daddy will beat you."

When a child leader is working he only thinks of getting money from somebody somewhere.

When he has a problem he says, “It’s a lack of resources. Please give me some of what you have.” Usually, such people feel that money is the only solution to their problem.

For instance, children cannot even turn the key to a door. In some countries, it is not allowed to have keys on bedroom doors because the children may lock themselves inside, unable to perform a simple function like turning the key to unlock the door. Children cannot practically fix things, arrange things, pack and organize things. It usually has to be done for them.

Many nations have demonstrated that they cannot find solutions to the problems of their people. Many former colonies have made a strong case for re-colonisation because of their ineptitude when it comes to finding practical solutions for the real problems of the people.

Just as a parent is the only solution to many children’s problems, the white man and his money are often the only solution that the black man thinks about. The worst kind of leaders is the one who feels that all his problems will be solved by receiving money.

All my life I have suggested practical solutions to people in third world countries. It has often sounded like idiocy to them. They turn towards me in anger and fiercely reject my practical suggestions to solve problems.

It is an open secret that many ministers of the state receive percentages and cuts of the contracts that they handle. These monies are stashed away in foreign accounts to be used in the years ahead. One day at a forum, I suggested that these ministers of state be given a percentage of the huge contracts involving huge sums of money that they handle, to make them legitimately wealthy and taxable. This would be a form of extra income that they would be entitled to because of the government work that they do. This, I also said, would make them keep their wealth in the country since it would be legitimately earned. Amazingly, people turned on me as though I was out of my mind. One person said, “His morals and his conscience would not allow him to do something like that.” People were simply outraged at the suggestion. Yet, because we reject so practical a solution to our endemic corruption and hypocrisy we continue to have nations with ministers of state who are secretly millionaires and who keep their money out of sight.

A child is theoretical so his leadership style is characterized by the lack of a practical and realistic approach to everything.

Leaders without a practical and realistic approach are abstract, detached and idealistic. Most things are impossible to them. Their ways of doing things are inapplicable in the circumstances. Such belong in an ivory tower because they cannot handle realities on the ground. Numerous meetings and diverse speculations about viability and feasibility of projects characterize these leaders who get nothing done. Woe to a country or a church that has a theoretician as its leader. “Then shall the kingdom of heaven be likened unto ten virgins, which took their lamps, and went forth to meet the bridegroom.

And five of them were wise, and five *were* foolish” (Matthew 25:1).

‘Wise’ in this Scripture is from the word ‘*phronimos’* which means: practically wise, sensible, shrewd and prudent. Those who were not practical and sensible did not make it to the wedding supper. Similarly, those who are not practical and sensible will not make it in this life.

7. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY NOT BUILDING ANYTHING

And when they came to Jesus, they besought him instantly, saying, that he was

worthy for whom he should do this: For he loveth our nation, and HE HATH BUILT us a synagogue.

Luke 7:4-5

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child because the leadership of a child is characterized by using things without building anything. Woe to your nation if it is led by a child.

A child is not a builder. A child plays games and enjoys what has already been built. If nothing has been built he lives and abides in what there is and enjoys it, not understanding what he does not have.

Many third world countries have cities and villages, which are not built up. These nations are dominated by people who are often incapable of acquiring land and starting developments. The stark difference between western cities, towns and villages and third world cities, towns and villages is the absence of buildings, roads and other infrastructure. Where the mind of a child rules, there are no buildings, no developments, no maintenance and no infrastructure.

8. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY A LACK OF CONCENTRATION.

That we henceforth be no more children, TOSSED TO AND FRO, and carried about with every wind of doctrine, by the sleight of men, and cunning craftiness, whereby they lie in wait to deceive;

Ephesians 4:14

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child because the leadership of a child is marked by a lack of concentration. Children have a short attention span. When a leader does not concentrate on his core functions, he achieves nothing.

One of the key principles of warfare is to bring all your forces to bear on one point in order to overcome it. This is why when a bridge is a target of an army all the air, land and sea forces focus on destroying it. All forces must be made to bear on the target at hand.

It is no wonder that third world leaders are unable to achieve much because they have no time or concentration for the work they have been elected to do. Instead of focusing on the problems of the nation they constantly receive delegations of inconsequential visitors to their offices.

In many developing countries, government offices are inundated by relatives, friends and passers-by, seeking favours, jobs and help of all sorts. It is therefore not a strange sight to see a head of state welcoming countless delegations of all sorts – ranging from religious leaders to singers, footballers, announcers of funerals, visiting traditional leaders and chiefs, directors of newly established NGOs and even people seeking photographs with a president to build up their own prestigious collection.

9. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY FIGHTING OVER POSITION.

Dear brothers and sisters, when I was with you I couldn't talk to you as I would to mature Christians. I had to talk as though you belonged to this world or as though YOU WERE INFANTS in the Christian life.

I had to feed you with milk and not with solid food, because you couldn't handle anything stronger. And you still aren't ready,

1 Corinthians 3:1-2 (NLT)

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child because the leadership style of a child is characterized by fighting over position.

It is not a strange sight to see a child very happy about nothing. Children are happy when they are able to sit by the door of the car, have their bath first or last. They enjoy positions that are meaningless to grown-ups. The typical leader of a third world country is in charge of dusty villages filled with impoverished people. He fights for the position of leadership and to be the head of something, which is of no consequence. The leader wants the title and the position but will do nothing to help the people.

10. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY THE NEED FOR INCENTIVES LIKE SWEETS.

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child.

Children need sweets, gifts and incentives to make them do what they have to do. Bad leaders also need cuts, percentages and bribes to make them do their jobs. This canker spreads to everyone until nothing is done without the incentives being paid.

11. THE LEADERSHIP OF A CHILD IS SUCH THAT NO ONE WOULD WORK UNDER HIM IF THEY HAD A CHOICE.

So when all Israel saw that the king hearkened not unto them, the people answered the king, saying, what portion have we in David? Neither have we inheritance in the son of Jesse: TO YOUR TENTS, O ISRAEL: now see to thine own house, David. So Israel departed unto their tents."

1 Kings 12:16

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the mind of a child. The leadership of a child is such that no one will stay under him if they have a choice. They all know that he does not understand what he is doing. Such is the state of most of third world countries. No one would stay in these countries if they had a choice. As in the case of Rehoboam, eleven out of twelve people would walk away and only their relatives and direct beneficiaries would remain behind.

Some years ago I visited a slave castle in an African coastal city. The tour guide did a good job and took us through the various rooms and horrifying dungeons that had been used to keep the captured slaves. At the end of the tour we came to a little door that was called "The door of no return." He told us how anyone who passed through this door never came back to the African soil. He would either perish at sea on a slave ship or die as a slave in America.

"Wow," I said, "that was horrible." Then I asked a question and got an answer that astounded my entourage of African American visitors.

"If this slave ship was to come back to this castle to take slaves to America again do you think anyone would go on it?" I emphasized, "I don't mean a normal ship. I mean a slave ship to *take*

you away as slaves and not as tourists or visitors."

The tour guide answered, "The ship would be filled to capacity and even sink from overloading. We would rush to get on board so that we could go to America as slaves. My African American visitors could not believe their ears.

Why would anyone want to go to America as a slave? Are they trying to escape from the good weather that is found in Africa? Are they trying to escape from the richest continent, which has the most natural resources? The answer is 'No'. They are escaping from the kind of leadership that has turned the continent into a chaotic wilderness without buildings, roads, hospitals, schools and every basic amenity that is found where proper leadership prevails!

12. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY A LACK OF FORESIGHT.

> **At that time Jesus answered and said, I thank thee, O Father, Lord of heaven and earth, because thou hast hid these things from THE WISE AND PRUDENT, and hast revealed them unto babes.**
>
> **Matthew 11:25**

Few children think of the future. You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you will lead people with the mind of a child.

A child is a blind and shortsighted person who has been put in charge of everything. When you are shortsighted you lack prudence. A child does not understand when he is wasting something that he will need in the future.

You must understand leadership because in the absence of good leadership abilities you will not increase your income by fighting little wastes.

I know a young lady who recently went to a school that was being run by child leaders. This school was built a hundred and seventy years ago for two hundred and fifty girls. A hundred and seventy years later they have one thousand six hundred students and exactly the same facilities. You would ask yourself why neither the government nor the owners of the school had developed more facilities after a hundred and seventy years of existence.

13. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY A LACK OF ANALYSIS AND LOGICAL REASONING.

A child you will not use data or science much and therefore he will not know the real state of things. But Christ is not only power. He is also wisdom. We need the power and we need the wisdom. Without analysis and logical reasoning there is always poverty.

Childlike leadership is non-analytical and non-logical in everything. Children are afraid of ghosts. They believe in Santa Claus, Cinderella and cartoons. Leaders who are like children lead more by superstition and govern more by that than by practical and logical reasoning.

14. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY NOT KNOWING THE VALUE OF MANY THINGS.

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the style and mind of a child. A child does not

know the value of many things. A child will not appreciate the importance of his uncles, aunties, friends and relatives. A child will tear up your books, destroy valuable possessions, and throw away rings and jewelry because they do not know what they are.

People who are not appreciative of the value of things and people will dominate the community. Such leaders do not value nature; they cut down trees and forests, they use beaches as toilets and they kill all wild animals in sight. These leaders allow forests to be cut down and wild animals to be killed under their watch because they neither appreciate nor value things or people. Children go to toilet anywhere and do not care about such things. Children destroy everything in the house. They cut the furniture and write on the walls.

Eight Things a Child Will Not Recognize as Valuable

1. A good name

A GOOD NAME IS RATHER TO BE CHOSEN THAN GREAT RICHES, and loving favour rather than silver and gold.

Proverbs 22:1

2. A good wife

Who can find a virtuous woman? for her price is far above rubies.

Proverbs 31:10

3. The reproach of Christ

By faith Moses, when he was come to years, refused to be called the son of Pharaoh's daughter; Choosing rather to suffer affliction with the people of God, than to enjoy the pleasures of sin for a season; Esteeming the reproach of Christ greater riches than the treasures in Egypt: for he had respect unto the recompence of the reward.

Hebrews 11:24-26

4. The Church

For a day in thy courts is better than a thousand. I had rather be a doorkeeper in the house of my God, than to dwell in the tents of wickedness.

Psalms 84:10

5. The Word

Neither have I gone back from the commandment of his lips; I have esteemed the words of his mouth more than my necessary food.

Job 23:12

6. Wisdom

How much better is it to get wisdom than gold! And to get understanding rather to be chosen than silver!

Proverbs 16:16

7. Your soul

For what is a man profited, if he shall gain the whole world, and lose his own soul? Or

what shall a man give in exchange for his soul?

Matthew 16:26

8. Your Pastor

And we beseech you, brethren, to know them which labour among you, and are over you in the Lord, and admonish you;

And to esteem them very highly in love for their work's sake. And be at peace among yourselves.

1 Thessalonians 5:12-13

15. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY NOT READING MUCH, NOT STUDYING MUCH AND NOT BUYING BOOKS.

Solid food is for those who are mature, who have trained themselves to recognize the difference between right and wrong and then do what is right.

Hebrews 5:14 (NLT)

You must study leadership, understand leadership, and practise appropriate principles of leadership otherwise you may lead people with the style and mind of a child. Little children do not read because they cannot read. A leader who is like a child does not read and does not develop himself.

16. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY NOT CATERING FOR THE NEEDS OF OTHERS, ESPECIALLY FOR PEOPLE THAT ARE OUT OF YOUR SIGHT.

Bear ye one another's burdens, and so fulfil the law of Christ.

Galatians 6:2

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the style and mind of a child. The leadership of a child is characterized by not catering for the needs of others, especially for people that are out of your sight. Only mature people take care of others.

In the Bible we see how God expects the mature to minister to others.

For when for the time ye ought to be teachers, ye have need that one teach you again which *be* the first principles of the oracles of God; and are become such as have need of milk, and not of strong meat.

Hebrews 5:12

Many heads of third world countries have presidential palaces and castles with good roads leading to them. They have running water and electricity. They have their health needs met by foreign doctors and super specialists. Their children go to school in the best schools of Europe and America. But they are simply unable to provide schools for the common people of that country. A leader who is like a child cannot provide hospitals for the people of his country even though he can provide a super specialist for his family. A leader who is like a child is unable to provide water and electricity for the rest of the country even though he can provide it for himself in his presidential palace.

These leaders who are like children, incapable of providing for anybody else are able to provide beautifully paved streets with palm trees leading to their palaces. Unfortunately, the rest of

the country is left to rot in the dust. Children simply do not cater for anybody's needs.

17. THE LEADERSHIP OF A CHILD IS CHARACTERIZED BY THE INABILITY TO LIVE OFF WHAT YOU HAVE.

> **Now I say, *That* the heir, as long as he is a child, differeth nothing from a servant, though he be lord of all; but is under tutors and governors until the time appointed of the father.**
>
> **Galatians 4:1-2**

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise you may lead people with the style and mind of a child. The leadership of a child is characterized by the inability to live off what you give them. That is why people do not give children a lot of money. They cannot handle large sums of money. You usually wait for the child to grow up before you entrust him with certain sums of money. Just as you would not entrust a servant with so much money, you would not entrust a child with much money.

Many European and western nations have stopped giving money to the underdeveloped countries because they have proved time and time again that they cannot be trusted with large amounts of money. One cruise missile on one American warship could solve many of the problems of these under-developed nations. But America knows too well that giving up one cruise missile for an third world nation will not change much.

Recently, a poor nation's head of state visited Paris for twenty days. He booked forty-three rooms in a five-star hotel and spent about one million and two hundred thousand dollars for his twenty-day hotel bill. This did not include other expenses, like the shopping bill for his wife and her entourage. The French government is aware of the presence of a child who is spending all his resources because he does not understand what he is doing.

Third world countries beg for loans, grants or gifts rather than working with what they have. Their leaders constantly make claims about what they would do if money were given to them. They do not know how to start small practical things, but would rather call for huge amounts of money. They do not live off what they have but rather have their minds fixed on external sources of money.

Chapter 7
The Leadership of a Woman

O My people! Their oppressors are children, and women rule over them. O My people! Those who guide you lead *you* astray, and confuse the direction of your paths.

Isaiah 3:12 (NASB)

You must study leadership, understand leadership, and practise appropriate principles of leadership otherwise you may lead people with the mind of a woman. Of course, a woman who is tempered by the Holy Spirit will exhibit some good characteristics. However, there are differences between women, men and children. Both men and women suffer from the same evils. But women are more prone to certain things just as men are more prone to others. Women tend to have certain characteristics that are contrary to leadership.

Both Men and Women Are Beset with Evil

In its rawest form, the leadership of a woman is a dangerous thing. The unrefined, crudest women are beset with numerous characteristics, which are injurious, damaging and harmful to leadership. God made women differently and because of the way they are made, they are more prone to *certain evils* than men. Men are also beset with evils but *the types of evils* they struggle with do not affect leadership in the same negative way.

Men may be beset by even more serious spiritual and character problems than women but the kinds of problems that women have affect leadership more than the "evils" of the men. For instance, a person may have a very serious illness such as cancer but it may not affect his ability to drive. But a boil under sole of the foot (which is not a serious condition) will affect your ability to press the brakes or the accelerator. It is therefore difficult and dangerous to drive when you have a boil under your foot.

What I am trying to say is that there are some defects, illnesses or problems that tend to affect driving more than others. The evils that women have may be less serious than the evils that men are plagued with, but the fact is that the problems of women greatly affect their ability to lead.

For example, a man naturally suffers from the evil of lust. This problem makes him draw people to himself, which is good for leadership and church growth. A woman suffers from insecurity, which makes her eliminate people she perceives as threats. Obviously, such a problem is contrary to leadership which involves gathering people around you and not eliminating them.

Do not be angry with me for what I am saying. I did not write the bible. Be angry with God if you want to be angry with someone.

1. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY PETTINESS AND QUARRELS.

And now I want to plead with those two women, Euodia and Syntyche. Please, because you belong to the Lord, settle your disagreement.

And I ask you, my true teammate, to help these women, for they worked hard with me in telling others the Good News. And they worked with Clement and the rest of

my co-workers, whose names are written in the Book of Life.

Philippians 4:2-3 (NLT)

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise the "negative characteristics of a woman" will colour everything you do. A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts dominated by pettiness. You will notice how these "women" leaders debate over irrelevant issues whilst the main issues lie untouched.

I know one third world nation that built an official palace and quarreled for months over whether to call it Anniversary Castle or Whitehouse Palace. I also know another nation where a presidential castle was built and the incoming government refused to use it because their opponents built it.

For John had said unto Herod, It is not lawful for thee to have thy brother's wife. Therefore HERODIAS HAD A QUARREL AGAINST HIM, and would have killed him; but she could not:

Mark 6:18-19

A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts characterized by contention. Such leaders are constantly in strife with other over one issue or another. When a woman runs a church, the pastor is constantly quarreling with pastors of other congregations.

I watched as some pastors accused each other on television of using witchcraft instead of the power of God. They quarreled openly and challenged each other to a spiritual duel. They made a laughing stock of themselves! It was a pity to see these handsome pastors act like women in front of everyone.

2. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY JEALOUSY.

For I am afraid that when I come to visit you I won't like what I find, and then you won't like my response. I am afraid that I will find quarreling, JEALOUSY, outbursts of anger, selfishness, backstabbing, gossip, conceit, and disorderly behavior.

2 Corinthians 12:20 (NLT)

For he knew that the chief priests had delivered him for envy.

Mark 15:10

You must study leadership, understand leadership, and practice appropriate principles of leadership otherwise the "negative characteristics of a woman" will color your decisions. A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts characterized by jealousy. A leader who operates like a woman tends to be driven by jealousy. Nations that are governed by *women* leaders have policies driven by jealousy. Rich people are hounded out of the nation and made to suffer because they are wealthy. I know nations where the wealthy have to hide their wealth. Every incoming government will search out the ones who prospered under the old regime.

3. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY THE MISUSE OF POWER AND AUTHORITY.

And she wrote in the letters, saying, proclaim a fast, and set Naboth on high among the people:

And set two men, sons of Belial, before him, to bear witness against him, saying, Thou didst blaspheme God and the king. And *then* carry him out, and stone him, that he may die.

And the men of his city, *even* the elders and the nobles who were the inhabitants in his city, did as Jezebel had sent unto them, *and* as it *was* written in the letters which she had sent unto them.

They proclaimed a fast, and set Naboth on high among the people.

And there came in two men, children of Belial, and sat before him: and the men of Belial witnessed against him, even against Naboth, in the presence of the people, saying, Naboth did blaspheme God and the king. Then they carried him forth out of the city, and stoned him with stones, that he died.

Then they sent to Jezebel, saying, Naboth is stoned, and is dead.

And it came to pass, when Jezebel heard that Naboth was stoned, and was dead, that Jezebel said to Ahab, Arise, take possession of the vineyard of Naboth the Jezreelite, which he refused to give thee for money: for Naboth is not alive, but dead.

And it came to pass, when Ahab heard that Naboth was dead, that Ahab rose up to go down to the vineyard of Naboth the Jezreelite, to take possession of it.

1 Kings 21:9-16

You must study leadership, understand leadership, and practise appropriate principles of leadership otherwise the misuse of power will color everything you do.

A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts characterized by the misuse of power and authority. A leader who is like a woman tends to misuse his power.

Mobutu: To Congressman Mervyn Dymally

"Clearly, I would be lying if I said I do not have a bank account in Europe; I do.

I would be lying if I said I do not have considerable money in my account; I do.

Yes, I do have a fair amount of money.

However, I would estimate it to total less than 50 million dollars.

What is that for twenty-two years as head of state in such a big country?"

1988 Elliot and Dymally, p. 25

4. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY WICKEDNESS.

Therefore Herodias had a quarrel against him, and would have killed him; but she could not:

For Herod feared John, knowing that he was a just man and an holy, and observed him; and when he heard him, he did many things, and heard him gladly.

And when a convenient day was come, that Herod on his birthday made a supper to his lords, high captains, and chief *estates* of Galilee;

And when the daughter of the said Herodias came in, and danced, and pleased Herod and them that sat with him, the king said unto the damsel, Ask of me whatsoever thou wilt,

and I will give it thee.

And he sware unto her, whatsoever thou shalt ask of me, I will give it thee, unto the half of my kingdom.

And she went forth, and said unto her mother, What shall I ask? And she said, The head of John the Baptist.

And she came in straightway with haste unto the king, and asked, saying, I will that thou give me by and by in a charger the head of John the Baptist.

And the king was exceeding sorry; yet for his oath's sake, and for their sakes which sat with him, he would not reject her.

Mark 6:19-26

You must study leadership, understand leadership, and practise appropriate principles of leadership otherwise you may lead people with the style and mind of a woman.

A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts characterized by wickedness. Therefore a leader who is like a woman tends to be wicked.

The wickedness of Hitler and Stalin are examples of leaders who went this rout.

5. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY FEARS AND INSECURITY.

And Sarah saw the son of Hagar the Egyptian, which she had born unto Abraham, mocking.

Wherefore she said unto Abraham, Cast out this bondwoman and her son: for the son of this bondwoman shall not be heir with my son, even with Isaac.

And the thing was very grievous in Abraham's sight because of his son.

And God said unto Abraham, Let it not be grievous in thy sight because of the lad, and because of thy bondwoman; in all that Sarah hath said unto thee, hearken unto her voice; for in Isaac shall thy seed be called.

And also of the son of the bondwoman will I make a nation, because he is thy seed.

And Abraham rose up early in the morning, and took bread, and a bottle of water, and gave it unto Hagar, putting *it* on her shoulder, and the child, and sent her away: and she departed, and wandered in the wilderness of Beersheba.

Genesis 21:9-14

You must study leadership, understand leadership, and practise appropriate principles of leadership otherwise your insecurities will color everything you do. A woman whose mind is uncontrolled and unrefined by the Holy Spirit and the Word of God has her thoughts characterized by insecurity.

A woman whose mind is uncontrolled and unrefined by the Holy Spirit, the Word or a head has her thoughts dominated by the desire to remove threatening people rather than to make use of their strengths for the common good. Therefore a leader who is like a woman tends to demonstrate his insecurity by removing people he perceives as threats to him.

Fear is such a terrible thing. It is put on the same platform as witchcraft, sorcery, idolatry and

murder because it has similar fruits. Fear is often called insecurity.

6. THE LEADERSHIP OF A WOMAN IS CHARACTERIZED BY THE NEED TO IMPRESS.

I receive not honour from men.

John 5:41

You must study leadership, understand leadership, and practise appropriate principles of leadership; otherwise the need to impress people will color everything you do. The leadership of a woman, whose mind is uncontrolled and unrefined by the Holy Spirit, the Word or a head, is characterized by a drive to give a good impression. Women like to give a good impression even when it is not so in reality. Women tend to be deceptive in their appearance. The beautiful women you see all dressed up may not like bathing.

Chapter 8
Become a Master of Strategic Steps

STRATEGY IS A SERIES OF MANEUVERS AND STEPS THAT ARE UNDERTAKEN TO ACHIEVE A SPECIFIC GOAL.

Seven Things You Need to Know about Strategy

1. Every great or important destination requires a number of steps to get to it.

A good leader must accept the reality that no great achievement involves just one step. It will involve a series of steps, a series of maneuvers or a series of stratagems. The series of steps, maneuvers or stratagems is also known as strategy.

Strategy is defined as a series of maneuvers that are undertaken to achieve a specific goal. Simpletons are averse to strategies. All they want is something to be done for them. If they do accept the responsibility, they do not want anything that involves more than one step.

2. The worst leaders will take zero steps to achieve anything. The worst leaders live in constant expectation of something to be done for them.

Their mentality is that someone owes them something and someone has to do something for them or to them. This is often the mentality of people who have been slaves before. It is also the mentality of people who have been colonized and used to others thinking for them. Their understanding is that something has to be given to them or handed over to them. Such leaders constantly read speeches requesting aid and describing their woes, lacks and efficiencies and hoping that it will touch the heart of a philanthropist somewhere.

Even after many years they do not perceive that their woeful plight and pathetic situation does not touch the hearts of many people of the men in this selfish world. It takes years for zero-step leaders to realize that no one will freely pour out his hard-earned wealth into their laps. Such leaders are excited to receive wealthy visitors, NGO directors, singers, football stars, western diplomats, because at the back of their minds they expect something to be given to them or done for them.

3. Bad leaders are interested in taking only one step towards a goal.

Bad leaders are a little better than the worst leaders because they take at least one step towards their goals. But most things are not achieved by taking one step. Many people will take the step of prayer.

Many people will take one step of fasting and praying every year. Many church members will take one step of sowing a seed in order to be prosperous. But one step does not go very far. As you sit in your seat reading this book, if you were to take just one step how far would you get? You cannot even make it to the toilet with one step!

But that is all people want to do. They just want to take one step towards their goals. There are few things, if any, that can be reached with one step. The Bible says that "… things work together for good." Many things work together to make one thing beautiful or successful. Many things are combined in a particular way and with particular timing to make a nice stew or soup. It is not just

having one thing (good meat) that will make you have a nice stew. Many things will work together.

Because one step gets you almost nowhere the one step that is taken is often seen as having not worked. Because of this, people who have taken the one step of praying or one step of fasting or one step of sowing a seed have often complained that the one step does not work.

4. The greater the goal the more the manoeuvers and steps you need to take.

The greater and more impossible the goal is to you, the more steps you will have to take to get there. To achieve great goals you will need to take many steps.

5. Each step in a strategy requires faith and patience.

The first few steps require the most patience and the most faith in the wisdom of your strategy.

If one of the steps you are taking is to have your quiet time, you need a lot of faith and patience to consistently have your quiet time, believing that it will have an effect on the outcome of your life.

> **That ye be not slothful, but followers of them who through faith and patience inherit the promises.**
>
> **Hebrews 6:12**

6. Many strategies to get somewhere or to achieve anything can be broken down to four steps. With four steps you can get to any destination or person in this world.

7. Become a man who takes as many strategic steps as needs be. Graduate from being a zero-step person or a one-step person.

SEVEN STRATEGIES OF JEHOVAH

1. THE STRATEGY TO REPLENISH THE EARTH

Step 1: Put a man in the garden.

Step 2: Put a woman in the garden.

Step 3: Give the man desires and testosterone.

Step 4: Curse the woman to be attracted to something she does not like.

2. THE STRATEGY TO SAVE ISRAEL

Step 1: Make a Levite like another.

Step 2: Let a baby be born and found by Pharaoh's daughter.

Step 3: Let the baby child be trained in leadership and used to palace life and leadership.

Step 4: Banish him to the wilderness and train him and humble him there.

Step 5: Meet him and anoint him in the wilderness.

Step 6: Harden Pharaoh's heart so that more miracles can be done.

Step 7: Use Moses to teach righteousness and the Law.

3. THE STRATEGY TO SAVE THE WORLD

Step 1: Allow the Israelites to be punished by their enemies and become devoted to the Law of Moses.

Step 2: Send His Son to the world to be born of a virgin.

Step 3: God's first step was to wait for the right time. God waited for the right time He sent His son Jesus.

4. THE STRATEGY TO DESTROY THE DEVIL'S POWER OVER MAN

Step 1: Send Jesus to this world to preach the Word and tell the world about Heaven.

Step 2: Allow Him to be tempted and tested by the devil in all ways.

Step 3: Allow Him to overcome the devil and demonstrate superiority over demons.

Step 4: Allow Him to show love, which never fails.

Step 5: Allow Him to pour out His blood and give a legal reason why sinners like us can come to heaven without question.

Step 6: Send people into the world to tell everyone about this sacrifice.

Step 7: Send the Holy Spirit to help the sinful and weak and fallen men to proclaim the powerful gospel of Jesus Christ.

5. THE STRATEGY TO PREVENT MAN FROM REACHING HEAVEN ON HIS OWN

Step 1: Say nothing about the project that men are undertaking.

Step 2: Give everybody a different language.

Step 3: Cause them not to understand each other.

Step 4: Cause them to fight each other.

Step 5: This will bring a natural halt to the Babel project.

6. THE STRATEGY TO SEND THE MESSAGE OF THE GOSPEL TO THE WHOLE WORLD

Step 1: Train them by association for three years.

Step 2: Teach them.

Step 3: Give them practical training by sending them out.

Step 4: Show them how to sacrifice.

Step 5: Send them to the world.

7. THE STRATEGY TO LET CHRIST BE KNOWN

Step 1: Allow the good and evil to grow.

Step 2: When they are fully mature, allow them to be harvested.

Step 3: Allow the Roman Empire to take up the whole world.

Step 4: Convert the Roman Emperor.

Chapter 9
Interact with the Great and Small

A good leader will interact with two main groups of people: the great (humanly speaking) and the small (humanly speaking). The great people are the nobles, the rich, the influential and powerful people of society. There are not many of such people in the church.

> **For ye see your calling, brethren, how that not many wise men after the flesh, not many mighty, not many noble, are called:**
>
> **1 Corinthians 1:26**

The "small" speaks of the poor, the down-and-out, and the people of little material substance.

Four Reasons Why it Is Important to Relate with the Great

1. Jesus interacted with great people.

Jesus interacted with Nicodemus privately. Jesus honoured several invitations to dine with influential and powerful people. These interactions were so important that they were recorded in the Bible.

> **There was a man of the Pharisees, named Nicodemus, a ruler of the Jews: The same came to Jesus by night…**
>
> **John 3:1,2**

> **When the even was come, there came a rich man of Arimathaea, named Joseph, who also himself was Jesus' disciple:**
>
> **Matthew 27:57**

2. Great people have their role to play in the church.

Some of them will play vital roles for the church such as Joseph of Arimathaea, who helped to bury the body of Jesus. This was an important fulfilment of Scripture.

> **When the even was come, there came a rich man of Arimathaea, named Joseph… And when Joseph had taken the body [of Jesus], he wrapped it in a clean linen cloth, And laid it in his own new tomb, which he had hewn out in the rock:…**
>
> **Matthew 27:57,59,60**

3. Great people are used by God to finance the gospel.

If you think that everyone will contribute the same amount of money to the work of God, then you are ignorant and inexperienced. God raises up certain people so that the income of some churches is far more than others. This creates a necessary balance so that the work of God can go on among both the poor and the rich.

> **As it is written, He that had gathered much had nothing over; and he that had gathered little had no lack.**
>
> **2 Corinthians 8:15**

4. The contribution of one influential person can result in the salvation of an entire nation.

Esther's strategic relationship with the king was the one factor that saved the entire nation of Israel from being wiped out by Haman. Her uncle reminded her that she had been strategically placed for the salvation of an entire nation.

> **…who knoweth whether thou art come to the kingdom for such a time as this?**
>
> **Esther 4:14**

A Christian billionaire once told me of how he had used his relationship with the president of a country to obtain permission to hold open-air crusades that had hitherto been banned in that country.

Three Reasons Why it Is Important to Relate with the Poor

1. The principal calling of Christ was to the poor.

When Jesus spoke of the anointing on his life, he was specific about whom his anointing would affect. He specifically said that he had been anointed to preach the gospel to poor people. We are Christ's body and that same anointing is upon us.

> **The Spirit of the Lord is upon me, because he hath anointed me to preach the gospel to the poor; he hath sent me to heal the brokenhearted, to preach deliverance to the captives, and recovering of sight to the blind, to set at liberty them that are bruised, To preach the acceptable year of the Lord.**
>
> **Luke 4:18,19**

2. Most people in the world are poor, therefore our ministries must reach the poor.

If we are to bear much fruit, a lot of the fruit will be among the poor people.

3. The sign of a higher anointing is that we are ministering to the poor.

Today, most ministers are excited if they are able to visit with the president of a country. They gladly take pictures with presidents and publish them in their monthly magazines. There is nothing wrong with this. However, when Jesus was asked whether the great messianic ministry had arrived on earth, he replied that *poor people have the gospel preached to them*. It takes a higher anointing to minister to poor people.

> **And said unto him, Art thou he that should come, or do we look for another? Jesus answered and said unto them, Go and show John again those things which ye do hear and see: The blind receive their sight, and the lame walk, the lepers are cleansed, and the deaf hear, the dead are raised up, and the poor have the gospel preached to them.**
>
> **Matthew 11:3-5**

Three Reasons Why it Is Difficult to Minister to the Poor

1. The poor cannot pay for the gospel.

Almost every ministry to poor people must be pre-financed. Books must be paid for, crusades must be paid for, salaries must be paid by others, etc.

2. The poor do not understand the gospel.

Poor people have many problems. Their reasoning is affected by the many problems that surround them. Poor people are often frustrated and desperate. They cannot understand why God will give Heaven to us when things are so bad on Earth. Can he not first make some changes on Earth? How can there be a solution to my problems through Bible study?

3. The poor sometimes see you as the cause of their problems.

In my dealings with poor people I have learnt that many of them actually see their help as the source of their problems. Many poor people are also too proud to receive help.

Five Types of People You Cannot Help

1. People who do not accept the biblical solution to their problems.

2. People who do not think that they have problems.

3. People who feel too proud to receive help.

4. People who think that you are their problem.

5. People who think that you are the cause of their problems.

Chapter 10
Protect Your Integrity

Integrity is wholeness. Having integrity means being totally or completely sound. To have personal integrity means you are upright, sincere, loyal and pure. You need personal integrity to be a good leader. Are you sound? Are you whole?

Your wholeness is shattered by lies and deception, treachery, disloyalty and immorality. The reason why people do not really believe in the words of politicians is because their integrity is greatly compromised by their frequent deceptions. The reason why pastors struggle to make people believe in us is because we often lack integrity. You can protect your integrity by protecting yourself from lies, disloyalty and immorality.

Three Things That Destroy Your Integrity

1. Lies and deception. After somebody has lied to you, it is difficult to trust him any more. Everyone struggles to believe someone who has consistently lied to them in the past.

2. Disloyalty and treachery. After someone has betrayed you, it is difficult to trust him any more. Everyone struggles to trust people who have been disloyal to them.

3. Immorality. After someone has had an immoral affair, it is difficult to trust him. When a person has been immoral, a clear gap has been broken in the hedge.

Chapter 11
Give People Hope

Do you wonder why nobody stays in your company or church for very long? Perhaps there is not much hope for the future. Perhaps they cannot see good things in store for them in the future.

Six Ways to Give People Hope

1. Make promises and keep them.

Every time you break a promise, you erode people's trust in you. It is very difficult to make people trust you. When people do not trust you, they will not follow you. The whole of Jesus' ministry was centred on a promise for the future.

> **…I go to prepare a place for you. And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also.**
>
> **John 14:2,3**

Jesus' disciples were made to believe that there were good things in store for them in the future. They knew that Jesus would keep his promise so they had hope.

2. Preach the Word of God.

The Word of God is full of hope. Anyone who preaches the Word of God will not minister discouragement, disappointment and disillusionment.

3. Speak more about rewards than punishment.

The disciples had hope. They had hope in the glory and the rewards of Heaven. This was a great source of motivation to them. You must understand that Jesus' disciples were so highly motivated that they had left their secular jobs for the ministry. They eventually died for their beliefs.

4. Show positive examples that inspire hope.

In your business or church, you must accept the fact that people need to be motivated. The key to having motivated people is "hope for the future". That is why Jesus often spoke of Heaven and the rewards that await his faithful servants. If you want to inspire pilots for instance, show them how many pilots have successfully flown for years and eventually retired. That is the sort of example that will give hope. If you want to inspire pastors, show them examples of ministers who have made it in ministry.

5. Avoid speaking about examples that bring about discouragement and depression.

If people see how badly others have fared, they will be discouraged. They will say to themselves, "This is how I will end up one day." If you are an airline pilot, there is no point in discussing all the terrifying air crashes in aviation history.

6. Build permanent structures.

People have more hope in permanent things. It is natural to gravitate towards something that is

more permanent. Every pastor who puts up a building inspires hope in his congregation.

Chapter 12
Never Use Power without Wisdom or Wisdom without Power!

A leader is someone who employs wisdom as an essential tool of life. Christian leaders have the task of combining the Spirit of God and the wisdom of God. That is the will of God. Every Christian leader must learn to achieve a balance between the power and the wisdom.

> **But unto them which are called, both Jews and Greeks, Christ the POWER of God, and the WISDOM of God.**
>
> **1 Corinthians 1:24**

I have highlighted the words "Power" and "Wisdom". That is what I want you to get as you read this book. Christ Jesus is not only power to us. He is power and wisdom.

When you are able to effectively combine the power and the wisdom of God, you will begin to experience success as a leader. Remember, one without the other is not enough.

How to Combine Power and Wisdom

1. *Combining power and wisdom helps church growth.* You can make your church grow by praying three hours a day. This is the power of God. You can also make your church grow by using data, computers and modern administrative techniques.

2. *Combining power and wisdom helps you to do well in school.* You can pass your exams by praying fervently for the spirit of wisdom and knowledge. This is what it means to use the power of God. You can also pass your exams by studying hard and learning from past questions. This is the wisdom of God.

3. *Combining power and wisdom helps you to take the right decision.* You can take the right decisions by receiving spiritual direction through prayer and prophecy. This is using the power of God. You can also use the wisdom of God by thinking, analysing and receiving good advice from experienced people.

4. *Combining power and wisdom helps you to be successful.* As you build your church, you can use the power of God in prayer with groanings and tears before the Lord. But you can also use the wisdom of God by praying softly so that the neighbours do not take you to court to end your existence as a church.

I once noticed a church that was meeting in somebody's house in an exclusive and quiet residential neighbourhood. Although I was about one hundred meters away, I could hear everything that was being said in the service. The prayer, the worship and the praise were so loud and offensive that no one on the entire street could concentrate as long as they were shouting through their microphones. The pastor was anointed and he had the power of God at work for him. Unfortunately, he had left out wisdom.

Although there were just a few people there, they were using a public address system meant for large halls and hundreds of people. Even Jesus spoke to five thousand people without a microphone. I thought to myself, "Very soon this church will be shut down by the neighbours or

the police." I knew that church was soon going to come face to face with a very big enemy it would be unable to handle. Never use power without wisdom and never use wisdom without power!

Chapter 13
Be a Man of Conviction!

The Apostle Paul was a man of conviction. He was a man with a strong belief in God and he was ready to die for it. At one point he said openly, "I am ready to die."

For I am now ready to be offered…

2 Timothy 4:6

If you really consider yourself a leader, you must have a conviction about something! A leader without a conviction is a lifeless personality. People who have convictions rule the world. Suicide bombers who attack innocent citizens have the conviction that they are doing something right. They also believe that they will go to Heaven for that act of brutality. Men of conviction are difficult to contain. You cannot put them in a box. You cannot tie them down. You cannot keep them still. You cannot de-motivate them.

How to Become a Man of Conviction

1. Do not read out your speeches. Learn to speak to people out of your heart.

A leader without convictions is a lifeless, speech-reading and emotionless puppet. Nobody takes any notice of him. Nobody believes his words. Nobody follows him. Do you sometimes wonder why people are not following you? It may be because you are not a man of conviction.

2. Make sacrifices for what you believe.

A man of conviction is prepared to sacrifice many things for his conviction. When I see people who claim to be called by God, but are not prepared to sacrifice anything for their calling, I wonder if they are really called. A calling is a conviction to work for the Lord. In the political world, the masses will follow someone who seems to have a conviction. They will follow someone who speaks from his heart. They will follow someone who is prepared to die for his beliefs.

3. Think about judgement. Read a lot about Heaven and Hell.

I firmly believe that it is conviction that many lifeless leaders lack. Why do I do the things I do? Because I have a conviction. I believe in Heaven and Hell. I have a conviction that one day Christ will reward me for all my labour on this earth. I believe that Jesus is the Son of God and that he rose from the dead. I believe that Jesus is the only way to Heaven. I do not just give mental assent to these facts. I believe them with all my heart. That is the driving force that made me abandon my medical career.

4. Think deeply about everything. Ruminate about your life. Meditate on your calling.

Are you a real leader? Decide to be a man of conviction. Conviction, of what you may ask? Have conviction about the things God has called you to do. Have a conviction about the things you are supposed to accomplish in your lifetime. Have a conviction about the things that God has told you. Live by these convictions! Be prepared to give up anything so that you can fulfil your conviction.

5. Show emotion. Jesus showed emotion. Your dry and stiff posture does not reveal any convictions.

Jesus wept.

John 11:35

6. Be zealously affected always in a good thing.

When a person maintains his zeal for something, it shows that he is a man of convictions. Most people are emotionally excited about something for a short while. But to maintain zeal and to be zealously affected always reveals that you are a man of great conviction.

> But *it is* good to be zealously affected always in *a* good *thing*, and not only when I am present with you.
>
> Galatians 4:18

Chapter 14
Wait for Your Season

And he shall be like a tree planted by the rivers of water, that bringeth forth his fruit in his season; his leaf also shall not wither; and whatsoever he doeth shall prosper.

Psalm 1:3

All of God's blessings have their season. Church growth has a season. Promotion has a season. Personal prosperity has a season.

A leader knows that the blessings he desires will not come overnight. He is prepared to stay at it until the breakthrough and promotion arrive. If you cannot wait for your God-given promotion, you are not a leader. I have had to wait many years for many things.

If you cannot wait for the mangoes on your tree to ripen, you are never going to enjoy them. You will always pluck them off before they arrive. Mind you, unripe mangoes are very different from ripe ones.

I know of a pastor who bought a very expensive car. For several months, he had to use the entire income of the church to pay off the debt. This caused ripples in the church. Funds were raised in a desperate attempt to pay for this expensive car. In the end a blessing turned into a controversy.

To every thing there is a season, and a time to every purpose under the heaven: He hath made every thing beautiful in his time: also he hath set the world in their heart, so that no man can find out the work that God maketh from the beginning to the end.

Ecclesiastes 3:1,11

In his time, God makes all things beautiful. Are you a leader? Then never forget that a leader is someone who is prepared to wait for his season.

How to Wait for Your Season

1. While you wait, keep going to church.

And this man went up out of his city yearly to worship and to sacrifice unto the Lord of hosts in Shiloh. And the two sons of Eli, Hophni and Phinehas, the priests of the Lord, were there. And when the time was that Elkanah offered, he gave to Peninnah his wife, and to all her sons and her daughters, portions: But unto Hannah he gave a worthy portion; for he loved Hannah: but the Lord had shut up her womb. And her adversary also provoked her sore, for to make her fret, because the Lord had shut up her womb. And as he did so year by year, when she went up to the house of the Lord, so she provoked her; therefore she wept, and did not eat.

1 Samuel 1:3-7

What does one do while waiting for a miracle? What should you do while you wait for God's answer? Hannah was the woman who kept going to church (Shiloh) in spite of her problems. Hannah is the one from whom we learn what to do while we wait for our miracle!

There are many problems that we face today. You must not be turned away from your church in spite of your problems. Dear friend, your help comes from God. The devil would like to keep you from the source of your help.

Hannah was suffering from barrenness, and could have stayed at home in her depression. She could have worked all day and night. She could have resorted to witchcraft and all sorts of things to help her. But she kept going to Shiloh. Shiloh is the place where prayers and sacrifices are made to the Lord.

2. While you wait, notice God's blessings around you.

> **But unto Hannah he gave a worthy portion; for he loved Hannah: but the Lord had shut up her womb. Then said Elkanah her husband to her, Hannah, why weepest thou? and why eatest thou not? and why is thy heart grieved? am not I better to thee than ten sons?**
>
> **1 Samuel 1:5, 8**

Hannah's husband really loved her. The Bible tells us how he gave a worthy portion to her and describes his deep love for her. But Hannah did not notice her husband's love. Hannah wept and wept and did not notice that she had a good husband.

Learn to see beyond your problems. Some people are so taken up with the problems that they cannot see the goodness of God around them. Perhaps there is one fault with your husband. Do not be so taken up with that fault that you don't see how God has blessed you. The grass always seems to be greener on the other side.

At one point, Hannah's husband asked her, "Am I not worth more than ten sons to you?" Perhaps your difficulties have blinded your eyes to the blessings of God. Please do not allow a dark cloud to brood over everything because of the one problem that you have.

> **Then said Elkanah her husband to her, Hannah, why weepest thou? and why eatest thou not? and why is thy heart grieved? am not I better to thee than ten sons?**
>
> **1 Samuel 1:8**

Hannah could not see that she had a good husband. She could not notice that her husband was very generous and kind. Hannah did not think of the fact that even if she had children they would grow up and leave the home one day. Then she would be all alone with her husband again.

3. While you wait, use your spiritual weapons.

> **And she was in bitterness of soul, and prayed unto the Lord, and wept sore.**
>
> **1 Samuel 1:10**

In this verse, you see how Hannah lifted up her eyes to the Lord and prayed with strong cries and tears (Hebrews 5:7). She was a prayer warrior. Your weapons are not carnal; they are mighty through God.

Perhaps you need a baby. Perhaps you need a husband. Do not resort to physical or human methods to get what you need.

Many problems have spiritual roots! If you are seeking for a baby, it is good to find the appropriate medical care. Keep praying, there is power in prayer. As you study the Bible, you will

realize that many people received blessings and breakthroughs through prayer.

4. While you wait, make a vow!

> **And she vowed a vow, and said, O Lord of hosts, if thou wilt indeed look on the affliction of thine handmaid, and remember me, and not forget thine handmaid, but wilt give unto thine handmaid a man child, then I will give him unto the Lord all the days of his life, and there shall no razor come upon his head.**
>
> **1 Samuel 1:11**

Hannah was a woman with direction. She went a step further than many others would. She made a promise to God. If He were to give her a child she would give him back to the Lord. She promised to give away what was most precious to her, even before he was born.

Perhaps God is waiting for you to make such a promise to Him. Can you make a vow and keep it?

5. While you wait, keep your vows.

Hannah kept her vow.

> **But Hannah went not up; for she said unto her husband, I will not go up until the child be weaned, and then I will bring him, that he may appear before the Lord, and there abide for ever. And Elkanah her husband said unto her, Do what seemeth thee good; tarry until thou have weaned him; only the Lord establish his word. So the woman abode, and gave her son suck until she weaned him.**
>
> **And when she had weaned him, she took him up with her, with three bullocks, and one ephah of flour, and a bottle of wine, and brought him unto the house of the Lord in Shiloh: and the child was young. And they slew a bullock, and brought the child to Eli. And she said, Oh my lord, as thy soul liveth, my lord, I am the woman that stood by thee here, praying unto the Lord. For this child I prayed; and the Lord hath given me my petition which I asked of him: Therefore also I have lent him to the Lord; as long as he liveth he shall be lent to the Lord. And he worshipped the Lord there.**
>
> **1 Samuel 1:22-28**

She gave unto the Lord and the Lord gave back to her. Is money a problem to you? Do you find it difficult to give to Jesus? Loose that money and let it go now! Become a "tither" and a giver of offerings.

There are many women and many men have a problem with money. There are many blessings that are released when you pay your vows.

Do you know that when Abraham gave tithes to the Lord, the blessing he received was a child? The Bible teaches us that Abraham was very rich, he didn't need any more money. God knows what you need. As you give to him, God will give you what you need.

Principles are things that happen whether you want them to or not! There is a principle about giving. The more you give the more you receive.

> **Give, and it shall be given unto you; good measure, pressed down, and shaken together, and running over, shall men give into your bosom. For with the same measure that ye mete withal it shall be measured to you again.**

Luke 6:38

Hannah gave one son to the Lord - the principle worked! God gave her five more children in return.

6. Go beyond your emotions while you wait!

> **And as he did so year by year, when she went up to the house of the Lord, so she provoked her; therefore she wept, and did not eat. Then said Elkanah her husband to her, Hannah, why weepest thou? and why eatest thou not? and why is thy heart grieved? am not I better to thee than ten sons?**
>
> **1 Samuel 1:7, 8**

Hannah was an emotional person. You can see in the Scriptures that she wept and cried like any other woman. She had feelings and emotional problems. But she went beyond her emotions and became a spiritual person. In fact, she became more spiritual after her problem.

Allow God to draw you deeper into the things of the Spirit. Through your problems, you will get to know God better. Indeed, all things will work out for your good. Woman, there is a breakthrough waiting for you. Go beyond your emotions and become a spiritual person.

Chapter 15
Use the Secret of Concentration

I PRESS TOWARD THE MARK FOR THE PRIZE of the high calling of God in Christ Jesus.

Philippians 3:14

Many people do not know that great achievers are people who have focused and concentrated on one thing for a long time. Concentration is the key to great achievement. Do you consider yourself a leader? You must learn the art of concentration. Concentrate on your vision. Concentrate on your church. Concentrate on your work and you will have great results.

Often when I begin to pray, I switch off all phones. This helps me to concentrate on the Lord. When I was in the university, I had the opportunity to join several Christian groups. I decided to flow with a particular ministry. I realized that I could not divide my time amongst the many Christian ministries on campus. By the time I left the university a new group had been formed which exists up until today.

When you focus on one thing, people will accuse you of being proud or unfriendly. They will say that you are inward-looking and unpatriotic. They will say that you are anti-social. Take no notice of them. Concentrate on what you are doing. Wisdom is justified of her children. Never forget that concentration brings growth and keeps you from strife.

When Jesus went away he left clear instructions about what the Church was supposed to do.

Who then is a faithful and wise servant, whom his lord hath made ruler over his household, to give them meat in due season? Blessed is that servant, whom his lord when he cometh shall find so doing. Verily I say unto you, That he shall make him ruler over all his goods. But and if that evil servant shall say in his heart, My lord delayeth his coming; And shall begin to smite his fellow servants, and to eat and drink with the drunken; The lord of that servant shall come in a day when he looketh not for him, and in an hour that he is not aware of, And shall cut him asunder, and appoint him his portion with the hypocrites: there shall be weeping and gnashing of teeth.

Matthew 24:45-51

Not long after His departure, the Church had deviated into all sorts of things that were not instructed by Christ. In the name of good works and being socially acceptable, the Church has divided its attention into four main areas: health, education, relief services and Christian teaching. It is no wonder that other religions are said to be growing at a faster rate than Christianity. If the Church were to concentrate on their God-given goal, they would be called all sorts of names.

Some of my pastors and churches have come under criticism because we tend to concentrate on what we are doing. Statistics have proved, to the surprise of many, that excessive cooperation between churches does not lead to growth in the Body of Christ. This comes as a surprise to the proponents of unity in the Body. Remember that *unity* is different from *union*. What people often call unity is actually the physical union of congregations.

A leader understands the essence of focusing on one thing until he has achieved it. A leader can distinguish between relevant and irrelevant issues. I have realized that the faster I work the more

energy I have. Slow work makes you tired. I apply the principle of urgency and concentration to everything I do. I bring all my forces to bear until I conquer it. The more you suspend your projects for other things, the more depressed and unhappy and discouraged you will be.

Are you a leader? Decide to focus on one thing at a time. Put away useless socializing, empty chatting and excessive television watching. Concentration will bring you great success. Paul did it and so can you!

…but this one thing I do, forgetting those things which are behind, and reaching forth unto those things which are before…

Philippians 3:13

Areas of Concentration

1. Concentrate on church growth.
2. Concentrate on church planting.
3. Concentrate on the anointing.
4. Become a good pastor or shepherd.

Four Examples of the Secret of Concentration

1. Concentration is a biblical principle. Concentration is bringing all efforts, faculties and activities to bear on one thing or activity. Concentration was a principle used by our Lord Jesus Christ. Jesus accomplished the greatest feat ever known to man through the principle of concentration. He concentrated on His mission to shed His blood for the sins of the world. He did not dilly-dally, hang around and try to be popular. After thirty-three years on this earth, He focused on His mission of dying on the cross, went to Jerusalem and gave Himself up.

   And it came to pass, when the time was come that he should be received up, he stedfastly set his face to go to Jerusalem,

   Luke 9:51

2. Jesus concentrated on what He was sent to do and injected urgency into all His projects. He did not waste time on Gentiles. He concentrated on the Jews.

   These twelve Jesus sent forth, and commanded them, saying, Go not into the way of the Gentiles, and into any city of the Samaritans enter ye not: but go rather to the lost sheep of the house of Israel.

   Matthew 10:5-6

3. The apostle Paul concentrated on *his course* and finished it. Many people do multiple courses and try to achieve many different things which they are not called to.

   I have fought a good fight, I HAVE FINISHED MY COURSE, I have kept the faith:

   2 Timothy 4:7

4. The apostle Paul could have done many things in ministry but he concentrated on one thing. He forgot about all that had happened in the past and concentrated on the future. This is the principle of concentration at work.

Brethren, I count not myself to have apprehended: but *this* ONE THING *I DO*, forgetting those things which are behind, and reaching forth unto those things which are before,

Philippians 3:13

Sixteen Things Every Leader Should Know about Concentration

1. Every great human achievement is the result of concentration.

2. Every great military battle is won by bringing all forces to concentrate on a single objective.

3. Every great ministry accomplishes things for God by concentrating on a single vision.

When I was in university, I had the opportunity to join several Christian groups. I decided to stay with a particular ministry. I realized that I could not divide my time amongst the many Christian ministries on campus. Because I concentrated on one thing I was able to establish a ministry that is still there today.

4. Concentration makes people work faster.

5. The faster you work the more energy and interest you will have.

6. The slower you work the more tired and uninterested you become.

7. The more suspensions and delays to projects, the more discouraged everyone becomes.

Hope deferred maketh the heart sick.

Hope deferred maketh the heart sick: but when the desire cometh, it is a tree of life.

Proverbs 13:12

8. Concentration depends solely on the ability to distinguish between the relevant and the irrelevant.

Anyone who cannot decide on what is important will never use the power of concentration. Do not be deceived by the pressure of urgent calls, requests, invitations, emergencies and crises. Urgent things are not usually important in the total picture, and important things are seldom urgent.

9. The greatest thief of concentration is the telephone.

When I start praying, I switch off all phones. This helps me to concentrate on the Lord.

10. Another thief of concentration is useless socializing and the television.

11. Inject urgency into all your projects.

This will make people concentrate on the task.

12. Concentration keeps everyone from backbiting, envy, jealousy and strife.

13. Few people can juggle with many projects at the same time.

Finish one thing at a time.

14. Unfinished projects break concentration.

The last uncompleted aspects of projects are often the cause of a future loss of concentration. They distract you and pull you into the past. People who concentrate on their God-given tasks are usually accused of being unsociable, proud, unfriendly, unpatriotic and inward-looking. But wisdom is justified of her children.

15. In the name of good works and being socially acceptable, the church has divided its attention into four main areas: health, education, relief services and Christian teaching.

It is no wonder that other religions are growing at a very fast rate. If only the Church were to once again concentrate on her God-given goal!

16. Concentration makes everything grow.

Chapter 16
Help the People around You to Accomplish Great Things with Their Lives

And he goeth up into a mountain, and calleth unto him whom he would: and they came unto him. And he ordained twelve, that they should be with him, and that he might send them forth to preach, And to have power to heal sicknesses, and to cast out devils: And Simon he surnamed Peter; And James the son of Zebedee, and John the brother of James; and he surnamed them Boanerges, which is, The sons of thunder: And Andrew, and Philip, and Bartholomew, and Matthew, and Thomas, and James the son of Alphaeus, and Thaddaeus, and Simon the Canannite, And Judas Iscariot, which also betrayed him: and they went into an house.

Mark 3:13-19

Notice this list of men who were going nowhere until they met Jesus. Jesus led these people to accomplish great feats. He led them until they were anointed and became preachers.

Through the influence of Jesus, they laid the foundations of the Christian Church with their very lives. Most of them died in the process of laying the foundation of the Church. The leadership of Jesus had turned nonentities into great achievers.

If God has called you to lead, do not see it as just YOU accomplishing great things. See it as you helping others to accomplish great things for God and for themselves. That is a true leader's heart. Leadership stems from the heart. The Bible teaches us that the heart is the footing for all the things that men do.

Keep thy heart with all diligence; for out of it are the issues of life.

Proverbs 4:23

No one can really train you to be a leader. It comes from your heart! It comes by having the right heart! When you have the right heart, you do the right things. Until you see the heart of a leader, you will not be a true leader. *If you are the head of a church or organization and you try to suppress the achievements of others, I assure you that you do not have a true leader's heart.* Jesus wanted his disciples to do greater things than he himself had done (John 14:12).

I often pray for the junior pastors around me that they would achieve great things for God. I keep encouraging them and praying for them that they would rise up mightily in ministry. I see some people with gifts that I do not have. I want my interaction with these people to help them accomplish great things for God.

Every leader should have goals for the people around him. If you do not have these goals I seriously doubt if you are a leader.

Four Goals a Leader Should Have for His Followers

1. Aim for them to do well spiritually.

Your desire should be for the people you lead to prosper spiritually.

I have no greater joy than to hear that my children walk in truth.

2. Aim for your followers to do well financially.

I have a strong desire for the people who follow me to do well financially. It is my vision that everyone who works in my organization should have his own house, more cars than they need and enough money. This vision is steadily coming to pass. A leader is someone who thinks about others. If you just think about yourself, you are not a leader. Jesus thought about the financial state of his followers. He wanted them to have houses, lands and enough money. Many people don't know that Jesus actually promised that his followers would have these things.

> **And Jesus answered and said, Verily I say unto you, There is no man that hath left house, or brethren, or sisters, or father, or mother, or wife, or children, or lands, for my sake, and the gospel's,**
>
> **But he shall receive an hundredfold now in this time, houses, and brethren, and sisters, and mothers, and children, and lands, with persecutions; and in the world to come eternal life.**
>
> **Mark 10:29,30**

3. Aim for your followers to be physically, socially and maritally healthy.

> **Beloved, I wish above all things that thou mayest prosper and be in health, even as thy soul prospereth.**
>
> **3 John 2**

> **And in that day ye shall ask me nothing. Verily, verily, I say unto you, Whatsoever ye shall ask the Father in my name, he will give it you.**
>
> **Hitherto have ye asked nothing in my name: ask, and ye shall receive, that your joy may be full.**
>
> **John 16:23,24**

Why did Jesus want the joy of his followers to be full? Because a good leader wants his followers to be happy in every aspect of their lives.

4. Aim for your followers to fulfil their ministry.

My greatest passion is to see the ones I have raised up fulfilling their ministries. Every father wants his sons and daughters to fulfil their ministry. If you are a leader, your vision and passion is not for yourself but for the ones you lead.

> **But watch thou in all things, endure afflictions, do the work of an evangelist, make full proof of thy ministry.**
>
> **2 Timothy 4:5**

Chapter 17
Make People Obey You Gladly

So when they had dined, Jesus saith to Simon Peter, Simon, son of Jonas, lovest thou me more than these? He saith unto him, Yea, Lord; thou knowest that I love thee. He saith unto him, Feed my lambs.

John 21:15

Jesus was able to make people follow his instructions. He told Peter to feed the flock of God and that is exactly what he did. If you call yourself a leader, ask yourself, "Do people carry out my instructions?" Why are some people obeyed and some others ignored? Develop the art of making people obey your instructions. There are several things you can do.

Nine Ways to Make People Obey You Gladly

1. Do not give unreasonable instructions.

People rebel against wicked and unreasonable men.

2. Teach your followers why certain things have to be done.

Make people see that your instructions are for their own good. When people understand why they are doing something, they often do it better! That is why for example I preach on: "Fifty Reasons Why Christians Should Be Soul Winners". I want people to understand the last instruction of Jesus.

3. Explain instructions in detail so that everyone understands the instructions.

Sometimes people do not obey simply because they did not understand what you said.

4. Show people that you are not partial or partisan.

5. Let the people see that you obey instructions yourself.

Many rebellious people do not realize that they are teaching their followers to be rebellious by their very actions. The Centurion who sent for Jesus illustrated this principle beautifully.

For I also am a man set under authority, having under me soldiers, and I say unto one, Go, and he goeth; and to another, Come, and he cometh; and to my servant, Do this, and he doeth it.

Luke 7:8

This man was enumerating the instructions which he had given and which were being obeyed. But he was careful to let us know that *he also was under authority.* In other words, he himself was obeying instructions. The army officer often has to lead people to their deaths. How does he make young men sacrifice their lives on the frightening fields of war? By leading the charge himself when he's told to do so. If you cannot make people gladly do things they naturally do not like doing, then you are not a leader. Develop this art of making people obey you gladly and people will always wonder about the team who work with you and who love to sacrifice and to serve.

6. Get rid of complaining and murmuring individuals.

Such people poison the atmosphere and make everyone feel that they are into a bad thing. It is very important to maintain a cheerful spirit in the workplace. Systematically eradicate complainers and murmurers from your system.

7. Correct wrong attitudes even when they are not fully developed into full-blown disobedience or rebellion.

8. Punish people who disobey.

Your organization cannot be established unless people believe that judgment will fall when the wrong thing is done. Punishment is a good thing because it establishes the land. Many disorganized offices are the way they are because no one is ever dismissed. Warnings are issued but no one ever dares to carry out the threat. Let everyone see that when you break the rules, the rules will break you! When you are fair, people will believe in the laws and obey you gladly. If they feel that one rule applies to some people and another rule to other special people, they will rebel against your instructions.

> **The king by judgment establisheth the land: but he that receiveth gifts overthroweth it.**
>
> **Proverbs 29:4**

9. Reward people accordingly.

Even Jesus expected his reward.

> **For consider him that endured such contradiction of sinners against himself, lest ye be wearied and faint in your minds.**
>
> **Hebrews 12:3**

Jesus was motivated by the thought of his reward. Rewards are some of the highest form of motivation in existence. Why do you think an athlete runs around for hours everyday? Why do you think boxers subject themselves to severe, dangerous and life-threatening knocks on the head? It is because of the joy of a million dollars or more that will come after the knocking is over.

The joy that is set before people will make them do almost anything. Rewards can make people do almost anything! People who have died for the cause of Christ, died willingly, thinking of the reward that lay ahead.

When Jesus spoke to Peter, he told him about his death. He predicted that Peter would die in a way that he might not like.

> **Verily, verily, I say unto thee, When thou wast young, thou girdest thyself, and walkedst whither thou wouldest: but when thou shalt be old, thou shalt stretch forth thy hands, and another shall gird thee, and carry thee whither thou wouldest not. This spake he, signifying by what death he should glorify God. And when he had spoken this, he saith unto him, Follow me.**
>
> **John 21:18,19**

He told Peter to follow him even to that end. Peter was willing and obedient. Perhaps, the key that made Peter willing to die was the fact that Jesus himself had set the example. Jesus had shown that there was a great reward in following. You see, leadership is all about setting examples. When a leader leads the way personally, his words become more powerful. Do you want your words to

be respected? Do you want to be such a powerful leader that people would be prepared to die for your cause? I believe you do! It's time to set the example and lead the way.

Chapter 18
Contemplate, Reflect, Be Thoughtful and Consider the Things You See around You

So I returned, and considered all the oppressions that are done under the sun: and behold the tears of such as were oppressed, and they had no comforter; and on the side of their oppressors there was power; but they had no comforter. Wherefore I praised the dead which are already dead more than the living which are yet alive. Yea, better is he than both they, which hath not yet been, who hath not seen the evil work that is done under the sun. Again, I considered all travail, and every right work, that for this a man is envied of his neighbour. This is also vanity and vexation of spirit. The fool foldeth his hands together, and eateth his own flesh. Better is an handful with quietness, than both the hands full with travail and vexation of spirit. Then I returned, and I saw vanity under the sun. There is one alone, and there is not a second; yea, he hath neither child nor brother: yet is there no end of all his labour; neither is his eye satisfied with riches; neither saith he, For whom do I labour, and bereave my soul of good? This is also vanity, yea, it is a sore travail.

Ecclesiastes 4:1-8

When I applied mine heart to know wisdom, and to see the business that is done upon the earth: (for also there is that neither day nor night seeth sleep with his eyes:) Then I beheld all the work of God, that a man cannot find out the work that is done under the sun: because though a man labour to seek it out, yet he shall not find it; yea farther; though a wise man think to know it, yet shall he not be able to find it.

Ecclesiastes 8:16,17

For all this I considered in my heart even to declare all this, that the righteous, and the wise, and their works, are in the hand of God: no man knoweth either love or hatred by all that is before them.

Ecclesiastes 9:1

King Solomon, a political leader of his day, wrote these Scriptures. You will notice the phrase *"and I considered"*. You will also notice the phrase *"I applied my heart to wisdom"*. Do you consider yourself to be a real leader? It is time to start turning things over in your mind. Be a deep thinker.

Consider the happenings around you. As you consider, you will receive wisdom. That wisdom will help you to be a better leader. Consider why some people are successful. Analyse why some people fail.

Think about what makes others victorious. A true leader is a deep thinker. I reflected on why certain people became disloyal. That is what gave rise to my book on *Loyalty and Disloyalty*. As I ponder over many issues, I receive revelation that becomes the basis for my teachings.

The Brain Seller

I remember the story of a man who went into a store to buy some brains. There were four different brains on sale. The salesperson was on hand to help the customer.

The customer said, “I would like to buy the best brains you have.”

The salesperson showed the customer what he had in store.

He said, “These are the brains from a nation that invented airplanes, rockets, and satellites.”

He continued, “These next ones are from a nation that invented televisions, videos, telephones, radios and stereo systems.”

He went on, “This third set of brains comes from a nation that has developed beautiful cities, roads, bridges, trains, airports, tunnels, etc.”

He then showed the fourth set of brains. He continued, “This last set of brains are from a nation which has invented nothing and built nothing for itself. This nation even has foreigners coming from outside to build roads and toilets.

“I see,” he said, “How much are they anyway?”

The salesman replied, “The first three brains are affordable, but the fourth set of brains is very expensive.”

“Why is that? Why should they be so expensive when they have not been used to accomplish anything?”

“Oh, that is simple,” the salesman replied, “Those brains are fresh, unused and full of potential. Because they have not been used for anything, all the potential is still within.”

This unfortunate story tells us how important it is to use the brains God has given us. No matter how spiritual you are, God still expects us to use our brains. A great leader is someone who contemplates, reflects, ponders and deliberates over issues. Thinking is not a non-spiritual activity. It is a God-given privilege to have the large brains we have. Did you know that human beings have the largest and most developed brains of all creation? Think about the size of a bird’s head. How small their brains must be. Are you not glad that God has given you something bigger? Every great leader uses this gift - his brains!

A leader must think about other leaders in such a way as to learn something from them. Unfortunately, people stand by their mentors and never learn much about them because they never think deeply enough about the person they are working with. If they were to think a little about him, they would learn many valuable lessons from the Holy Spirit. There are questions you must ask! There are things that must occur to you!

How to Think about Your Mentor

1. How is my mentor able to be so anointed? What are his secrets?

2. How is my mentor able to have enough money to do his work? What are his secrets?

3. What are the strengths of my mentor?

4. What are the weaknesses of my mentor?

5. How is my mentor able to accomplish so much in spite of his weaknesses?

6. What has my mentor not been able to achieve and why?

7. What challenges is my mentor having? What are his struggles that he does not talk about?

8. What kind of marriage does my mentor have? What kind of marriage does he not have?

9. What kind of relationships does he have? Who does he relate to? Why does he relate to these people?

10. What is my mentor thinking that he is not saying? What is he withholding from us? What are the things that he is keeping to himself? What is it that he is not sharing and teaching about?

Chapter 19
Strive for Excellence

The principle of excellence can be found all over the Scriptures. To be excellent is to be the finest. To strive for excellence is to strive for perfection. To be excellent means to possess outstanding or superior quality. To be excellent is to be eminently good. Something that is excellent is very good indeed. A good leader must strive to have the highest levels of quality and perfection in all areas.

Seven Times We Are Encouraged to Be Excellent and Perfect

1. You can have a ministry that is good but not perfect. To be perfect is to have achieved excellence in your good ministry.

   Every good gift and every perfect gift is from above, and cometh down from the Father of lights, with whom is no variableness, neither shadow of turning.

   James 1:17

2. You must strive for excellence because God desires excellent works.

   Be watchful, and strengthen the things which remain, that are ready to die: for I have not found thy works perfect before God.

   Revelation 3:2

3. You must strive for excellence so that the imperfect aspects of your ministry will be done away with.

   But when that which is perfect is come, then that which is in part shall be done away.

   1 Corinthians 13:10

4. You must strive for excellence because our heavenly Father is perfect.

   Be ye therefore perfect, even as your Father which is in heaven is perfect.

   Matthew 5:48

5. You must strive for excellence because God told Abraham His servant to be perfect and excellent.

   And when Abram was ninety years old and nine, the LORD appeared to Abram, and said unto him, I *am* the Almighty God; walk before me, and BE THOU PERFECT.

   Genesis 17:1

6. You must strive for excellence because it will bring you to a good end.

   Mark the perfect *man*, and behold the upright: for the end of *that* man is peace.

   Psalms 37:37

7. You must strive for excellence because God's presence abides with you when you are perfect.

   Finally, brethren, farewell. Be perfect, be of good comfort, be of one mind, live in

peace; and the God of love and peace shall be with you.

2 Corinthians 13:11

Excellence is the attainment of the highest level of quality and perfection. Being excellent means becoming a person of distinction. A true leader is someone who wants to distinguish himself in his field. The blessings of the Lord are to make you the head and not the tail.

And the Lord shall make thee the head, and not the tail; and thou shalt be above only, and thou shalt not be beneath; if that thou hearken unto the commandments of the Lord thy God, which I command thee this day, to observe and to do them:

Deuteronomy 28:13

God had plans for his people to attain the highest levels of excellence. That is why he said you would be above only. Excellence is not an accident. It is something you must strive for. If you want to work for eight hours a day, you are not likely to achieve distinction in this life. People who distinguish themselves in this life often work for more than sixty hours a week. Excellence demands hard work. Excellence in ministry, government or business does not come by osmosis. It comes by diligence.

To become excellent you must emulate excellent people. Life is too short to discover everything yourself. Life is too short not to learn from your fathers and seniors. Excellence in the practice of medicine has been achieved by constantly building upon what our predecessors have learnt. That is why today, we are able to transplant hearts. If the heart surgeon used his time to discover which direction the blood flowed, he would be taking us back to the eighteenth century.

Be humble and depend upon the discoveries of others. God does not want you to be mediocre. Insist on the highest standards. You can be an excellent businessman. You can have a high yielding factory. Your church can be the best in the city. Decide today for excellence. Read the books that excellent people have written. Read the books. Listen to the tapes. Excellence is yours for the taking! You can attain the highest level of quality and perfection in all areas of your life.

Twelve Areas for Excellence

1. Be excellent in your private life at home.

2. Be excellent in your public life.

3. Be excellent in your appearance.

4. Be excellent in your cleanliness, tidiness, orderliness and hygiene.

5. Be excellent in architecture and construction.

6. Be excellent in your language, your speech and your preaching.

7. Be excellent in your timing.

8. Be excellent in your protocol.

9. Be excellent in your hospitality.

10. Be excellent in your dressing.

11. Be excellent in your cooking.

12. Be excellent in your sexual performances.

Chapter 20
Rally People around You

…Rezon, the son of Eliadah... And he gathered men unto him, and became captain over a band…

1 Kings 11:23,24

This man Rezon became a leader in his time. The Bible tells us that he gathered people unto himself. Every true leader is able to rally a team of people around himself. Jesus gathered a team of twelve people around himself. He lived with them and fellowshipped with them for three and a half years. Decide to be a gathering point for people. Whatever is offensive in your personality and whatever scatters people must be dealt with if you take leadership seriously. Learn how to speak without offending and scattering people.

Twenty-two Steps to Rally People around You

1. Make people feel that you really want them around you.

2. Appreciate the people around you.

Rejoice with the people around you over their little successes and breakthroughs. Their joy will increase when they feel there is another person rejoicing with them.

3. Genuinely admire people's cars, houses, furniture and clothes.

Cars, houses and clothes represent people's choices and achievements. If you admire and respect people's choices and achievements, you are admiring them personally! They will naturally warm up to you!

4. Show people that you respect them, no matter who they are or what they have.

People will warm up to you once they know you respect them. In this world, many people are not respected. Generally speaking, black people are often not respected by white people. In my opinion, Europeans and Americans do not respect third world nations. Some tribes are also despised and hated. People are looking for someone who genuinely respects them in spite of where they come from, who they are or how much money they have. Anyone who has this ability to respect people, no matter who they are, will have people rallying around him.

5. Be conscious of people who have inferiority complexes and treat them carefully.

6. Never tease someone who does not like being teased.

There are some people who hate being teased. Often this is because of a complex they had from childhood.

7. Call people by their names soon after you have met them.

No one likes to feel that he is a mere number. People will warm up to you when they realize that you know them by name. They will be even more touched if you call them by their pet names.

8. Show interest in people's personal lives.

Ask about their homes, jobs and schools. People need to feel that the leader has a genuine interest in their lives.

9. Show an interest in people's aspirations, visions and goals.

When you are only interested in *your vision* and goal, people will silently withdraw from you. When they sense that you have an interest in making them successful they will rally around you.

10. Offer food and drinks to visitors whenever you can.

When I was in the university I visited many people on campus. I always remember a particular lady called Adelaide Baiden. Whenever we would go to her room she would offer us something to eat. Many times she and her roommate shared their supper with us. This made her room a natural rallying point! If you want to be a natural rallying point, learn to offer food and drinks to visitors anytime you can!

11. Listen to people's problems.

Learn the art of listening rather than talking. When you allow people to talk about themselves they psychologically feel that they are closer to you. This makes them rally around you.

12. Let the conversation centre around others and what they are doing rather than yourself and what you are.

It is vain to have self-centred conversations. If your conversations are all about yourself, your achievements, your vision, people will soon be tired of listening to you and move away.

13. Be an encourager.

Always notice when somebody has made an effort to achieve something. Perhaps they sang a song or did a new hairstyle. Even if you didn't like it, appreciate the effort that was made. There is no need to say that you didn't like what they did. All you need to do is to notice the effort and appreciate it.

14. Say thank you for everything.

It is better for people to think that you are saying thank you too often than for them to feel that you are ungrateful.

15. Smile.

People gravitate around smiling and friendly people. We know that we are not perfect and so we do not need a stern, frowning person to remind us of our failings. People need someone to encourage them that in spite of their failings, they are accepted.

16. Do not be partial.

One of the first things that people notice about leaders is when they are partial. The Bible says in the Book of James, Chapter 3 and verse 17, that it is not wise to be partial:

But the wisdom that is from above is… without partiality...

Even little children notice when their parents are partial toward one child. No one wants to follow someone who is biased and partisan without cause. What about if you fall into his bad

books without knowing it? It is difficult to live in a country where the head of state begins to dislike you because of unsubstantiated tales. It is difficult to work in an organization where the boss can begin to dislike you based on a new feeling he has.

17. Whenever there is an opportunity, give a gift.

A gift makes room for a man.

A man's gift maketh room for him, and bringeth him before great men
Proverbs 18:16

This means that space is created within the person's heart for you. You will be accepted and the person will rally around you.

18. Mourn with people who are mourning.

Times of sorrow are some of the most remembered times in people's lives. If you remember them during that period they will never forget you. I have had people joining my church simply because I was by their side when their parents died.

19. Go the extra mile to help someone.

Whenever you help someone in need he remembers you. People see when you make the extra effort and it touches their hearts. When you ask them to rally around you for a cause, they will be there because they remember how you helped them. I assure you of this one thing: if you do not sow a seed of help in someone's life, no one will help you in the future.

20. Be friendly, greet people in a pleasant way.

Be easygoing, be sociable: shake hands, hug people, give a pat on the back, be affable and pleasant. Warmth is attractive. A cold and crisp person is not a natural rallying point.

21. Be concerned when listening to people's problems.

When listening to people's problems, your facial expression must show deep concern and interest. Try to pick up the details and show that you are following the story.

22. Notice when people are absent.

People are offended when they find out that you did not even notice when they were away. How can they be important to you if you do not even notice their absence?

These twenty-two steps will make you a natural rallying point and a natural leader.

Chapter 21
Choose Hard and Difficult Things Instead of Nice and Easy Things

Now is my soul troubled; and what shall I say? Father, save me from this hour: but for this cause came I unto this hour.

John 12:27

By choosing hard and difficult things instead of nice and easy things you will make yourself a natural leader. Most people choose nice and easy things. That is why most people are on the broad and easy way that leads to Hell.

If you choose things that are hard and difficult instead of things that are nice and easy, you will move forward very rapidly in life. A leader needs to move forward so that he can be one step ahead. It is only when you are a step-ahead that you are truly a leader.

Many of the things that will take you forward in life are hard and difficult to do. Yet, these are the most important things for you. Prayer is one of these things. Bible study is one of the important things you need to do. Fasting is an important habit that every Christian should cultivate. Yet these are things we all do not like doing. A true leader can make people do these very things. I often lead my people into fasting and prayer. It is difficult for me, and it is difficult for them. Yet we do it! How am I able to make hundreds of people fast and pray for several gruelling hours? By doing it myself and letting them see me do it!

Seven Hard and Difficult Things You Must Do to Stay Ahead

1. Have a daily quiet time.

2. Read the Bible every day.

3. Pray for hours every day.

4. Fast regularly.

5. Learn things that are new to you.

In the ministry, I have had to learn new things that I was not naturally inclined to. It is doing some of these difficult things that have taken me forward. For instance, going into the healing ministry was probably one of the most difficult things I have ever done. It was hard and difficult! But I am forever grateful I took those hard and difficult steps. The healing ministry has given me a level of visibility I would not have had without it. I see my ministry becoming more and more Christ-like because I took that hard and difficult step. Anytime I share about doing hard and difficult things, I always remember the healing ministry. It is not easy to pray for the sick, even after years of doing it.

6. Educate yourself constantly by reading books.

7. Obey whatever God tells you to do.

Obeying God is one of the most vital keys to moving forward. I cannot explain the power that

is released when you obey God. Jesus Christ achieved his purpose by obeying God. It was hard and difficult, but he did it! It would have been nice and easy to stay in Heaven where he belonged. Jesus grimaced at the thought of obeying his instructions. Yet he composed himself. Notice the words of Jesus as he pondered on the cross that lay before him.

> **Now is my soul troubled; and what shall I say? Father, save me from this hour: but for this cause came I unto this hour.**
>
> **John 12:27**

Jesus steeled Himself and resolved to go through with it. Decide to be like Jesus – choose what is hard and difficult rather than what is nice and easy and you will find yourself in a good place.

Chapter 22
Readily Embrace New Ideas

Behold, I will do a new thing; …

Isaiah 43:19

Your leadership will be stunted if you are not prepared to embrace new ideas. The world is constantly changing. Old systems and approaches no longer work. Computers have refashioned the way we do things. Seasons change. Needs change. And people change. That is why God constantly introduces fresh and new things.

I am very open to new ideas. I do not mind changing things I have been doing in a particular way for a long time. I find that God is a God of positive change! God is a God of improvement!

I notice how people laugh at me when I suggest new ideas. I have observed with amazement how some architects, engineers, technicians, builders, lawyers, accountants and pastors are resistant to new concepts. I notice how they quietly sneer and giggle amongst themselves as they listen to me expound some new idea. "We don't do things this way." "It has not been done before!" "We are not in America." "If we had what they have in Europe, we could have done it." "You know, they have much more equipment abroad." "It is not possible in Ghana." "It's not realistic."

I have *heard* these statements and *sensed* these messages even when they are not voiced out.

Africans sat on their continent whilst Europeans explored the world and discovered us. Why did we wait to be discovered in Africa? Why didn't we explore new horizons? Why didn't Africans explore new territories and discover the Europeans? Openness to new ideas is a secret to moving ahead as a leader. No wonder Europeans are ahead in almost every sphere of life (except spiritually).

God is a God of change. He is doing new things. Embrace new ideas with honesty. Try a new method. A new way of doing things may be the key to pushing you out ahead of everyone else in your field. When I practised the lay ministry I didn't do it because I saw others doing it. I did it because it needed to be done even though it was new. I am following my Heavenly Father who is a God of new things. Be like your heavenly Father. There is no better mentor.

Five Examples of New Things That God Does

1. God embarks on new projects, new schemes, new ideas, new plans.

> Behold, I will do a new thing; now it shall spring forth; shall ye not know it? I will even make a way in the wilderness, and rivers in the desert.
>
> Isaiah 43:19

2. God gives new languages to his people.

> And these signs shall follow them that believe; In my name shall they cast out devils; they shall speak with new tongues;
>
> Mark 16:17

3. God gives brand new instructions to his servants.

Every instruction has an expiry date.

A new commandment I give unto you, that ye love one another; as I have loved you, that ye also love one another.

John 13:34

4. God makes us into brand new people who have never existed before.

Therefore if any man be in Christ, he is a new creature: old things are passed away; behold, all things are become new.

2 Corinthians 5:17

5. God makes new agreements and he issues fresh calls to service.

If you are open you will hear his voice.
In that he saith, A new covenant, he hath made the first old. Now that which decayeth and waxeth old is ready to vanish away.

Hebrews 8:13

Chapter 23
Value People

Every person has a value. It is important for a leader to recognise the value of a single person. When you recognise people and know their real value, you will become a great leader. Valuable people are sometimes not recognized because they are unassuming. God often sends these valuable people into our lives in a disguise.

Three People Whose Value Was Revealed

1. Ruth was worth more than seven sons.

> And he shall be unto thee a restorer of *thy* life, and a nourisher of thine old age: for thy daughter in law, which loveth thee, which is better to thee than seven sons, hath born him.
>
> Ruth 4:15

2. Elkanah was worth more than ten sons.

> Then said Elkanah her husband to her, Hannah, why weepest thou? and why eatest thou not? and why is thy heart grieved? *am* not I better to thee than ten sons?
>
> 1 Samuel 1:8

3. David was worth more than ten thousand ordinary Israelites.

> But the people answered, Thou shalt not go forth: for if we flee away, they will not care for us; neither if half of us die, will they care for us: but now *thou art* worth ten thousand of us: therefore now *it is* better that thou succour us out of the city."
>
> 2 Samuel 18:3

People are attracted to places where they are valued. Many organizations undervalue the people they have. Every person who feels undervalued will move away.

Every developed nation values its citizens. What you respect will come towards you. What you attack will run away from you. People are the most valuable thing a leader has. A nation that attacks its leaders will be void of leaders. A nation that attacks its wealthy citizens will be poor. All the rich people will run away to friendlier countries where wealth is not a hazard.

Why You Must Value People

1. Because people are more valuable than money.

Invest in people financially and educationally. Pay people well and spend time teaching and training them.

2. Because people are more valuable than buildings.

See them as gifts from God.

3. Because people are more valuable than computers.

Try not to lose the people that God gives you. Do everything to prevent the loss of even one person. People can sense it when you value them.

> While I was with them in the world, I kept them in thy name: those that thou gavest me I have kept, and none of them is lost, but the son of perdition; that the scripture might be fulfilled.
>
> John 17:12

4. Because people are more valuable than cars.

See people as being worth more to you than objects and projects. Jesus saw His followers as gifts from God.

> I have manifested thy name unto the men which thou gavest me out of the world: thine they were, and thou gavest them me; and they have kept thy word
>
> John 17:6

The Nation That Does Not Value Its Citizens

I know a country that does not value its doctors and that is why most of them have left that country. I know a country that does not value its nurses and that is why many of them have left, and are still leaving to seek greener pastures elsewhere. I know a country that does not value its leaders and that is why almost every one of her former presidents is dead. I know a country that does not value its churches and that is why the government can attack the church.

If a country places more value on athletes and beauty queens than professionals and nation-builders, do you think that these professionals and nation-builders will be attracted to the nation?

The Church That Values Its Members

If you are a leader of a church you must value the different types of people that are in your congregation. If you place value on them, then you will attract more of their kind and your church will grow. Leadership is the art of valuing people that are given to you. Be like Jesus and see your followers as gifts from above.

Chapter 24
If You Can't Read, You Can't Lead
Seven Reasons Why a Leader Loves Books

1. He knows that the information in a book may make the difference for his life's work.

That is why a leader is prepared to pay any amount of money for a book. Martin Luther was transformed into a world-famous minister by reading the books of Ephesians and Romans. Martin Luther sparked off the greatest revolution the church has ever known and transformed the whole world. This great revolution and reformation came about not because of a vision that Martin Luther had seen. It came about because Martin Luther read the Bible. He had the Bible but had not been reading it. Those who despise the art of reading are despising their own lives and ministry. Those who have respect only for visions and dreams do not understand the way God works. History has proven the power of books and the power of reading!

From being an unknown priest, Martin Luther has become one of the best known names in Christendom – all through the power of books and the power of reading.

2. Reading a book puts you in direct contact with the author of the book.

Authors are usually great men who have a lot to share. A leader knows that he may not have the opportunity to meet with certain people, so he makes use of the books they have written.

3. A leader knows that authors are workers and researchers for him.

4. A leader knows that many years of eXperience can be transmitted through one book.

5. A leader knows that a book is a patient teacher.

6. A leader knows that he can catch an anointing from a book.

7. The greatest leaders of all time were readers.

Biblical examples of this were Paul and Daniel. Daniel the prophet was a leader and he was an avid reader. Daniel was somebody who read Jeremiah's books.

> **In the first year of his reign I Daniel understood by books the number of the years, whereof the word of the Lord came to Jeremiah the prophet, that he would accomplish seventy years in the desolations of Jerusalem.**
>
> **Daniel 9:2**

An avid reader worth emulating was Paul. Paul sent for his books and his parchments. They obviously were very important to him.

> **The cloke that I left at Troas with Carpus, when thou comest, bring with thee, and the books, but especially the parchments.**
>
> **2 Timothy 4:13**

Reading is one of the most essential habits of every leader. If you do not read, please do not try to lead anyone. Reading is essential for leadership.

Ten Reasons Why Every Leader Must Be a Reader

1. Read for intellectual growth.

You will develop your mind greatly as you read. Many minds need some more development.

2. Read for spiritual growth.

As you read, you will find out that your spirit is affected greatly by the written Word of God. You must have communion with other great leaders through their books.

3. Read to develop a preaching and teaching style.

You will definitely pick up some tips as you read from the messages of great men.

4. Read to improve your language.

Whether you speak English or French, reading always improves your language. The best way to learn the English language is to read English books. If you want to improve your vocabulary, please start reading now!

5. Read to have fellowship with great minds and great people.

Reading is a form of private interaction between yourself and another person. You can receive an anointing as you read a book.

6. Read in order to learn how to write.

You may write a book one day. You will have to write letters to people. Learn how to write by reading.

7. Read to acquire new information.

Most people think that acquiring new information is the only reason why you should read a book. But this is only one of many reasons why you should be a reader. Ignorance is one of the greatest enemies of mankind. If you do not read, your ignorance is self-inflicted and inexcusable.

8. Read to develop your leadership abilities.

Anyone who spends more money on books than on food and clothes is destined for leadership.

9. Read because a person who does not read is no better than a person who cannot read.

10. Read so that you will be in the top twenty per cent of society.

Do you know that the top twenty percent of every society buys all books?

Join the top twenty percent of society today and be a winner and a leader.

Daniel Webster (1782-1852), a famous statesman and prominent lawyer once said,

> "If religious books are not widely circulated among the masses in this country and the people do not become religious, I do not know what is to become of us as a nation. And the thought is one to cause solemn reflection on the part of every patriot and Christian. If the truth be not diffused, error will be; if God and His Word are not known and received, the devil and his works will gain the ascendancy;

if the evangelical volume does not reach every hamlet, the pages of corrupt and licentious literature will."

Chapter 25
See Ahead! Prepare for the Future!

A prudent man foreseeth the evil, and hideth himself: but the simple pass on, and are punished.

Proverbs 22:3

A leader is someone who sees ahead. A leader is someone who has the future in mind. The leader can see the evil ahead. The leader can see growth and expansion ahead.

Three Things a Leader Should See Coming

1. See the evils ahead.

There are some evils that will come whether you want them to or not. Jesus promised that temptations would come.

> Woe unto the world because of offences! For it must needs be that offences come; but woe to that man by whom the offence cometh!
>
> Matthew 18:7

Betrayal will come as the years go by. Temptations will come. Satanic attacks will come. Know that good times and bad times are sure to come. The marriage vows say: "For better or for worse, in prosperity and in adversity". A real leader can virtually predict the ways things will go. Ask God for wisdom to see ahead. By wisdom, you can predict the future.

2. See the growth ahead.

> And I say also unto thee, that thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.
>
> Matthew 16:18

A true leader knows that the population is going to grow. This means that potential souls are going to increase. This also means that we are going to need larger buildings and facilities. We will also need more workers. Build with the future in mind. Train people with the future in mind. Jesus predicted that His church would grow. He could see it coming!

Ghana's first president saw many years ahead and built a huge hydroelectric dam for the nation. This dam produced electricity many times in excess of the needs of little Ghana. He was seeing ahead. Open your eyes and see ahead. Know that things will get better as the years go by.

3. See the changes ahead.

See that you are going to grow and you will not be able to do the things you used to do anymore.

> Remember now thy Creator in the days of thy youth, while the evil days come not, nor the years draw nigh, when thou shalt say, I have no pleasure in them
>
> Ecclesiastes 12:1

The Lord directed me to plant churches in different parts of my city years ahead. I realized that

the city was expanding. It could take people more than two hours to move from one end of the city to the other. I felt that many of the people who lived far away would soon stop coming to church. So I began what I call the *Metropolitan Churches*. That was one of the most strategic moves I ever made. I have retained many of the people God gave me by establishing almost a hundred churches in the city.

Businessmen need to see ahead. Some of you are engaged in businesses that will soon be unprofitable. I have often advised businessmen to diversify because I could see a change coming that would make their current line of business obsolete. I have watched as people who owned great businesses deteriorated until there was nothing left. A leader is someone who sees ahead.

Chapter 26
Always Learn New Things

Better is a poor and a wise child than an old and foolish king, WHO WILL NO MORE BE ADMONISHED. For out of prison he cometh to reign; whereas also he that is born in his kingdom becometh poor.

Ecclesiastes 4:13-14

It is a terrible thing when a person does not want to learn new things any longer. Anyone who lives under the leadership of someone who does not learn new things will be poor. The Bible clearly warns about the danger of not learning new things. The effect of not learning new things is to inflict generalized poverty on all your followers.

All over the world, wealth has come to people who have learnt something new and implemented it. These new things are called innovations. Innovations are the source of wealth in our world today. New inventions like computers, modern cars, modern gadgets, mobile phones, iPads, laptops, etc., have attracted the greatest inflows of wealth ever known to mankind. Learning new things is an essential part of a good leader.

Four Signs That You Are Not Learning New Things

1. When you are *not* learning new things, you do not have any new ideas to implement in your ministry, business or in your life.

Many governments lack new ideas and they continue to do the same old things again and again. It is no wonder that nations, which are under such leaders are poor. I constantly have some new idea that I am implementing.

2. When you are *not* learning new things, you do not read much.

Watch out for those who do not read much! In this pitiful state, there is no new book and there is no new material that you are digesting.

3. When you are *not* learning new things, you are not under pressure to study, to practice and to train.

If you are a singer who has to learn a new song you will be under pressure to learn the lyrics, practice and train for your new song! When I went on the evangelistic trail, I came under pressure to learn how to preach evangelistic sermons. I came under pressure to minister with miracles, signs and wonders. This new pressure revealed to me that I was in a state of learning. I was learning something new for the ministry.

4. When you are *not* learning new things, no one will criticize you.

Criticism is a sign that you are climbing a new mountain. The lack of criticism is actually a bad sign. Scoffers and mockers gather around anyone doing anything new waiting to see if it will work. When you are learning new things you will sense the presence of people observing, watching and waiting with bated breath.

How can I stop learning new things? If what you know now is all that you will ever know, then

I pity you. A true leader is a true learner. I learn so many new things every year that I get amazed. That is why the Bible teaches that to the making of many books there is no end.

Many people feel that they know everything. This is unfortunate! No true leader thinks like that. I sometimes listen to pastors criticizing other ministers and I marvel. I just listen quietly in amazement. Those they were criticizing were people I learnt great truths from. No wonder people are not promoted. I have realized that I can learn things from people in my own city. I can learn things from spiritual leaders as well as secular leaders.

Do you consider yourself a leader? Then decide to never stop learning. What I want you to understand is that learning does not only take place by reading books. You can learn a lot from the things around you. You can learn a lot from the people that you see everyday. You can learn a lot from some fellow ministers. You can learn a lot from rival companies and businesses. Never stop learning new things!

Chapter 27
Know Your Strengths and Flow in Them!

Thou therefore, my son, be strong in the grace that is in Christ Jesus.

2 Timothy 2:1

God has asked you to be strong in the grace He has given you. Whatever grace He has given you, flow in it. The apostle Paul said we should be strong in the grace of God given to us. There are four well-known temperaments – choleric, sanguine, melancholic and phlegmatic. These temperaments reveal the natural strengths and weaknesses of our lives. Everyone should know his temperaments and learn to understand himself. Knowing your temperament will help you to know your strengths and will also help you to flow in them. Know your temperament and flow in the grace given to you!

Four Strengths Given to Man

1. The strengths of a phlegmatic man. If you are phlegmatic a grace has been given to you to do the same thing repeatedly. You have a natural strength to be slow, steadfast, repeated and unmoved. You have a grace to carry on in an unchanging environment and to perform monotonous tasks. Flow in it!

Therefore, be a good teacher! Be a good pastor! Be a good headmaster! Be a good computer worker and stay behind your screen faithfully. This is a grace God has given you. Do not accept jobs in which you are a project manager.

2. The strengths of a melancholic man. A melancholic man has been given the grace and the strength to be interested in detail. Your eye naturally picks out things that are disorderly and confused. If you are melancholic it is a grace given to you by God to be a talented, deep-thinking and faithful person. Go ahead and flow in your strengths and in your God-given gift.

3. The strengths of a choleric man. If you are choleric, you must recognize the grace and strength to be a driving personality, a finisher of projects and a natural manager. Walk in your strength of leadership and take decisions that move everyone forward.

4. The strengths of a sanguine man! If you are sanguine, the grace has been given to you to be cheerful, happy and pleasant at all times and in all circumstances. Do not despise this great strength. Flow in your strengths and do not let anybody put you down. You are the life of the group and your absence will cast a shadow on the entire team. Your absence will be felt more than anyone else.

No one was created "jack of all trades". I have tried almost every field of ministry. I realize that I can do well in many areas. I play musical instruments quite well. I think that I am not bad as a singer. I am good at leading worship. I am absolutely thrilled by evangelism. Prophecy and the prophetic ministry intrigue me. I pastor churches and train leaders. I have founded many things in my short life. But which of these is my real calling? I recently asked the Lord, "What do you want me to do?" The Lord made it clear to me that I was called to stand in the office of a teacher.

There are many things that I like to do, but I intend to stay with what God called me to do. A true leader knows where his strength lies. A leader can do many good things. *When you discover your strengths, flow in them and become a great leader.*

Many people live and die without developing their strengths in ministry. Do not be a pastor because everyone is pastoring a church. Do not be a prophet because that is the latest fad in town.

I started my ministry as a lay person. Most of my workers are lay people. One of my strengths is the lay ministry. If I had followed what everyone else was doing, I would have destroyed my special ministry. You may be influenced by many people but make sure you do what God has called you to do.

Stay in the area which makes you unique. Develop it and become strong. I know many businessmen who jump from one thing to another without developing their strengths. By the time they have discovered the pitfalls and loopholes in one area of business, they are jumping into the next. They think the next business is going to bring a quick return. *There is no such thing as a quick fix.*

Most people who become millionaires are people who decided early in life what they were going to do and stayed with it. *Successful people are often people who have been doing the same thing for a long time.* Hopping around from country to country will not help you to prosper. Decide where you want to live and stay there until you become strong!

The Apostle Paul fought a good fight and ran his race. It is time for you to run your race.

I have fought a good fight, I have finished my course, I have kept the faith...
2 Timothy 4:7

Forget about somebody else's race. What does God have in store for you? What is your course? Is it the course of business? Then do not stray into politics! What is your course? Is it the course of ministry? Then do not stray into politics! Many ministers shorten their lives by doing things that they were not supposed to do. Are you a leader? Then stay on course and then everyone will see the gift of God upon your life. You will become a respected leader.

Chapter 28
Be Ready for a Long Fight!

JOSHUA MADE WAR A LONG TIME with all those kings. There was not a city that made peace with the children of Israel, save the Hivites the inhabitants of Gibeon: all other they took in battle. For it was of the Lord to harden their hearts, that they should come against Israel in battle, that he might destroy them utterly, and that they might have no favour, but that he might destroy them, as the Lord commanded Moses.

Joshua 11:18-20

Joshua had to fight a long war. Many of the wars in human history have taken years to fight. Leadership is also one long fight. Paul said that he had fought a good fight. His whole life was full of fighting. I remember a conversation I had with a pastor. He told me what his wife had asked him the day before.

I asked, "What did she say?"

He said his wife asked him, "You at all, when will you have peace?"

His wife was wondering when the fight would be over!

Dear Christian friend, if you consider yourself to be a leader, get ready for one long fight! If you are not fighting the devil, you will be fighting demons. If you are not fighting demons, many unbelievers will fight you. If you are not fighting unbelievers, you will be fighting Christians who hate you.

Do you call yourself a leader? Brace yourself for a long fight! It's a good fight. The fight for eternal crowns and the fight to hear Him say, "Well done, good and faithful servant."

I have fought a good fight, I have finished my course, I have kept the faith:

2 Timothy 4:7

Four Things That Require a Long Fight

1. Building a large church requires a long fight. It takes a lifetime to build a large church. Those who enter the ministry thinking that they will finish it all within two years are deceiving themselves!

2. Walking in love requires a long fight. Walking in love involves practising mature Christian love and forgiveness. It involves being at peace, being full of joy, gentleness, longsuffering and kindness. No one achieves these things by reading the book of Galatians once. Hearing a sermon on the fruits of the spirit does not make you achieve the status of walking in love. You will have to fight all your life to be able to really walk in love and forgiveness.

3. Walking in holiness requires a long fight. Walking in holiness also involves fighting the flesh and staying away from covetousness and fleshly impurities. There is no man who can say that he has truly conquered the flesh. Even at the age of seventy, both men and women struggle to walk in true holiness.

4. Becoming an anointed person requires a long fight. All the people who caught the anointing followed their master for several years. Some had to serve the anointed man for ten or twenty years.

Do not think you can quickly catch the anointing by having hands laid on you once. There are things that take a long time. Catching the anointing is one of the things that take a long time. It takes a long time to catch the anointing because your vessel has to adapt to be able to receive the anointing.

Chapter 29
Frugality! Count Your Pennies!

When they were filled, he said unto his disciples, gather up the fragments that remain, that nothing be lost.

John 6:12

A frugal person is someone who counts his pennies. Every leader is going to need a lot of money to help him fulfil his vision. How is this money going to come? By being frugal! Years ago I wrote a book on frugality. It was something that I had taught in my church. I believed that it was a key that had helped me greatly in ministry.

I recently read a book on millionaires in America. I was surprised to find out that a study on millionaires had shown that the most common characteristic of wealthy people was frugality. I read this book many years after I had taught and written on frugality. You see, the principles are the same. A frugal person is someone who counts his pennies.

There is no limitless amount of money sitting anywhere. Many rich people are cash-strapped. Very few people have anything to spare. Years ago, when our church began a building project we asked a multi-millionaire to help us with some money. Someone even offered a building as security for a loan. But the millionaire was not moved by our request. He was not even moved by the offer of the building as security. No one helped us. The Spirit of God spoke to me and said, "You will accomplish this vision if you count your pennies."

True to His word, we counted our pennies and we accomplished the vision.

Neither a wasteful person nor an extravagant person can accomplish much. Are you concerned about impressing people? Then you are not a good leader. Are you concerned about showing off expensive things? Then you are not a leader. A leader knows that in order to get to his goal he is going to have to count his pennies.

Why did Jesus ask the disciples to gather the crumbs? Was he trying to humiliate the disciples? Was he trying to keep the environment clean? No, he said very clearly that he was preventing losses. "When they were filled, he said unto his disciples, gather up the fragments that remain, that nothing be lost" (John 6:12).

The best way to become rich is to minimize your losses. If you are the leader of a company, your duty is to minimize your losses and prevent stealing. If you can do these two things, your company will prosper naturally. If you are a political leader, aim at reducing corruption. If the money stolen from third world nations were to be recovered, we would no longer need loans from the IMF or the World Bank!

Seven Things You Can Achieve through Frugality

1. Through frugality you can fulfil your calling.

2. Through frugality you can achieve most of your life's vision.

3. Through frugality you can build your own church building.

4. Through frugality you can embark on many projects for your ministry.

5. Through frugality you can build your own house.

6. Through frugality you can avoid ever having a mortgage.

7. Through frugality you can avoid ever borrowing money.

Chapter 30
Tell the Truth

And ye shall know the truth, and the truth shall make you free.

John 8:32

Six Reasons Why You Should Tell The Truth

1. You must tell the truth so that you are free from delusions.
2. You must tell the truth so that you know where you are.
3. You must tell the truth so that you know where you are not.
4. You must tell the truth so that you know where you could be.
5. You must tell the truth so that you know what to aim for.
6. You must tell the truth to avoid any connection with Satan who is the father of lies.

The very nature of leadership is truth. The truth will tell you where you are and where you are not! The truth will also tell you where to go. There are many pastors who need to start telling the truth about the size of their congregations. It is time to stop making wild guesses about the number of people in your church. When you realize the actual number of souls that you are ministering to, you will be motivated to work harder.

One day, I asked my data officer to tell me how many people were in church. When he gave me the figure, I was depressed for at least one week. But I realized that in spite of what I had achieved, I had a long way to go. If you cannot tell yourself the truth, you cannot be a good leader.

It is unfortunate that there are many businesses that do not make any profit at all but are still operating! When they add up the real costs of operations, they realize that they are actually running at a loss. The wisest thing to do is to shut down the business or lay off some workers. That is true leadership.

Are you a leader? Do you want to know the truth? Do you tell yourself the truth?

Then said one unto him, Lord, are there few that be saved?…

Luke 13:23

Jesus answered and told him there is a narrow gate and few people are entering through that gate.

Chapter 31
Recognize the Small Beginnings of a Great Career

Many great careers begin in a small way. Unfortunately, many do not recognize the beginnings of greatness.

> **Though thy beginning was small, yet thy latter end should greatly increase.**
>
> **Job 8:7**

> **For who hath despised the day of small things? for they shall rejoice, and shall see the plummet in the hand of Zerubbabel with those seven; they are the eyes of the Lord, which run to and fro through the whole earth.**
>
> **Zechariah 4:10**

The Bible teaches us not to despise small beginnings. Countless Christians throw away great careers in the ministry because they cannot recognize the beginnings of a great career.

Never forget this! The greatest careers begin in the smallest ways. A tiny mustard seed brings a mighty tree forth. There is no relationship between the size of the mustard seed and the size of the tree.

Six People Who Recognized the Small Beginnings of a Great Career

1. Elisha began his career as a prophet by washing the hands of Elijah.

> But Jehoshaphat said, Is there not here a prophet of the Lord, that we may enquire of the Lord by him? And one of the king of Israel's servants answered and said, Here is Elisha the son of Shaphat, which poured water on the hands of Elijah.
>
> 2 Kings 3:11

2. The great army general Joshua began his career as a servant to an old prophet.

> And Moses rose up, and his minister Joshua: and Moses went up into the mount of God.
>
> Exodus 24:13

3. King David began his career by playing instruments in the king's palace.

> And Saul sent to Jesse, saying, Let David, I pray thee, stand before me; for he hath found favour in my sight. And it came to pass, when the evil spirit from God was upon Saul, that David took an harp, and played with his hand: so Saul was refreshed, and was well, and the evil spirit departed from him.
>
> 1 Samuel 16:22,23

4. Aaron began his career by holding up the hands of Moses.

> But Moses' hands were heavy; and they took a stone, and put it under him, and he sat thereon; and Aaron and Hur stayed up his hands, the one on the one side, and the other on the other side; and his hands were steady until the going down of the sun.
>
> Exodus 17:12

5. Ruth began her career by helping an elderly frustrated widow.

And Ruth said, Intreat me not to leave thee, or to return from following after thee: for whither thou goest, I will go; and where thou lodgest, I will lodge: thy people shall be my people, and thy God my God: Where thou diest, will I die, and there will I be buried: the LORD do so to me, and more also, if ought but death part thee and me.

Ruth 1:16,17

6. Jesus began his career as a carpenter.

Is not this the carpenter, the son of Mary, the brother of James, and Joses, and of Juda, and Simon? and are not his sisters here with us? And they were offended at him.

Mark 6:3

Chapter 32
Treat People as Equals but Make the Differences Clear

A good leader must strive to let people feel important. The reality is that you are the leader, so you are different.

Five Ways to Make Everyone around You Feel Important

1. Mingle with all kinds of people.

Jesus mingled with thieves (two thieves at the cross), tax collectors (Matthew), fishermen (Peter), foreigners (the Syro-Phoenician woman), demonised people (Mary Magdalene), madmen (the madman of Gadara), priests (Nicodemus) and noblemen (Joseph of Arimathea). There was no strata of society where Jesus did not interact freely. Do not restrict yourself to one group of the society.

2. Do not call or describe your staff and subordinates as servants.

> Henceforth I call you not servants; for the servant knoweth not what his lord doeth: but I have called you friends; for all things that I have heard of my Father I have made known unto you.
>
> John 15:15

Nobody likes to be called a servant even if that is the case. Jesus specifically said that he did not call his disciples servants.

3. Describe your staff, subordinates and junior pastors as your friends.

> Ye are my friends, if ye do whatsoever I command you.
>
> John 15:14

I enjoy the friendship of the people who work for me. If I did not have them I would be very lonely.

4. Describe the people who work for you as your family.

> But he answered and said unto him that told him, Who is my mother? and who are my brethren? And he stretched forth his hand toward his disciples, and said, Behold my mother and my brethren! For whosoever shall do the will of my Father which is in heaven, the same is my brother, and sister, and mother.
>
> Matthew 12:48-50

This is one thing I have done all my life. I have never seen my pastors or workers as employees but as family. I actually hate being called "*boss*". Create a family spirit in your organization. It is a hundred times better than a formal, stiff organization. Let their family and personal problems be your personal problems!

5. Tell your pastors or juniors about yourself and your plans.

…but I have called you friends; for all things that I have heard of my Father I have made known unto you.

John 15:15b

This is one thing that draws people close.

Six Ways to Make the Differences Clear

1. Teach them.

Jesus taught his disciples all the time. When you teach someone you establish the authority to lead them. The authority to lead is found in the ability to feed.

2. Send them.

Jesus sent his disciples to buy food.

(For his disciples were gone away unto the city to buy meat).

John 4:8

Every time you send someone you establish the chain of command. You emphasize the chain of command that exists within the structure.

3. Bless them.

Pray for your followers and bless them. There is a faithful saying that the lesser is blessed of the greater.

And without all contradiction the less is blessed of the better.

Hebrews 7:7

4. Say who you are.

Jesus spoke of himself confidently. He said that he was the way, the truth and the life. He said that he was the door. He said he was the good shepherd. There are times I have had to declare that I am the leader and founder of my little church. It is important for people to know that you know who you are.

5. Don't be afraid of being different.

Jesus rode on a donkey whilst all his disciples walked. Garments were strewn on the floor for him to walk on.

And brought the ass, and the colt, and put on them their clothes, and they set him thereon. And a very great multitude spread their garments in the way; others cut down branches from the trees, and strawed them in the way.

Matthew 21:7,8

Accept privileges that are exclusively yours. When you refuse to accept your privileges, you create anomalies and disorder. The Bible calls this an evil and an error (mistake) that emanates from the ruler.

There is an evil which I have seen under the sun, as an error which proceedeth from the ruler: Folly is set in great dignity, and the rich sit in low place. I have seen servants upon

horses, and princes walking as servants upon the earth.

Ecclesiastes 10:5-7

6. Allow yourself to be honoured.

Jesus allowed himself to be honoured by Mary. He permitted the expensive gift that was poured on his feet.

> Then took Mary a pound of ointment of spikenard, very costly, and anointed the feet of Jesus, and wiped his feet with her hair: and the house was filled with the odour of the ointment.
>
> John 12:3

Chapter 33
Predict the Future in a General Way

Behold, the hour cometh, yea, is now come, that ye shall be scattered, every man to his own, and shall leave me alone: and yet I am not alone, because the Father is with me. These things I have spoken unto you, that in me ye might have peace. In the world ye shall have tribulation: but be of good cheer; I have overcome the world.

John 16:32,33

A leader is someone who sees ahead. Generally speaking, a good leader is able to predict what will happen in the future. Jesus said that the disciples would experience persecution. And they certainly did! You don't need to be a special prophet to know that the members of a new group will experience some trouble.

Using a combination of history, common sense, the Word of God and the Spirit of God, every leader can generally predict the way things will go.

The Bible teaches us that there is nothing new under the sun. The Bible says explicitly that what is going to happen is only what has happened already.

The thing that hath been, it is that which shall be; and that which is done is that which shall be done: and there is no new thing under the sun.

Ecclesiastes 1:9

A good manager should be able to predict from the general trend of affairs that certain businesses are going to go out of date in the near future. Certain politicians must see that the course on which they are walking will only end in disaster. Ministers of the gospel must be able to predict the future in a general way. I am not talking about predicting events and dates. I am talking about using common sense!

A few years ago, I realized that members of my congregation were moving to different parts of the city. I also realized that the city was becoming very large. I predicted that many of the members who were living far away would stop coming to church because of the distance. I could predict it because I could predict human behaviour.

As a leader, I notice my people don't come to church when it rains. I notice how they come one week and they don't come the next. It is my duty to see that when it is very inconvenient the sheep will no longer follow. That is why I began metropolitan churches in the city of Accra.

Today, we have several metropolitan churches in the city of Accra alone. We have thousands of members in these citywide churches. If I had not acted on my observation and predicted, I would have lost thousands of members. I am not talking about predicting when Jesus will return. I am talking about predicting the obvious and seeing ahead as a wise leader.

Chapter 34
Do Not Allow Yourself to Be Poisoned by Bitterness

A priest in the Old Testament was not supposed to have boils.

> Speak unto Aaron, saying, Whosoever he be of thy seed in their generations that hath any blemish, let him not approach to offer the bread of his God. For whatsoever man he be that hath a blemish, he shall not approach: a blind man, or a lame, or he that hath a flat nose, or any thing superfluous, Or a man that is brokenfooted, or brokenhanded, Or crookbackt, or a dwarf, or that hath a blemish in his eye, or be scurvy, or scabbed, or hath his stones broken; No man that hath a blemish of the seed of Aaron the priest shall come nigh to offer the offerings of the Lord made by fire: he hath a blemish; he shall not come nigh to offer the bread of his God. He shall eat the bread of his God, both of the most holy, and of the holy. Only he shall not go in unto the vail, nor come nigh unto the altar, because he hath a blemish; that he profane not my sanctuaries: for I the Lord do sanctify them. And Moses told it unto Aaron, and to his sons, and unto all the children of Israel.
>
> Leviticus 21:17-24

Boils represent unhealed wounds. Leadership is accompanied by wounds, offences and pain. You cannot allow the wounds of leadership to discolour your attitude.

Four Dangers of Bitterness in a Leader

1. A bitter leader can begin to mistrust God.

There are many unexplained events in the life of a Christian leader. Even in secular politics the good often do not win. The bad and ugly may win elections whilst the good lose out.

I remember when two of my young pastors died suddenly within three weeks of each other. One was twenty-seven years old and the other was thirty-eight years old. What possible explanation was there to such an event? As I comforted the wives of these two pastors I wondered to myself, “As a messenger of God what explanation could I give to a wife who had been married for only seven months?”

What explanation could the church give when James, the brother of John, was killed by Herod? Didn’t the early church need the contribution of James to build a solid foundation for the church? Why did God allow James, the brother of John, to be taken away at such a time? Was soul winning not important? Was church planting not important? Was there not a need for more labourers? How could God allow such a thing?

In spite of the inexplicable occurrences of this life, a leader must continue to trust.

2. A bitter leader can begin to hate the people he leads.

As human beings manifest their nature of betrayal, ungratefulness and forgetfulness, a leader can gradually become bitter towards the flock. I have experienced many painful things. I have learnt that I *must* forgive and move on. Without a sweet spirit I will not be pleasing to God. Every bitter experience is a test of my ability to walk in love. I always pray that I will pass these tests.

3. A bitter leader can hate his contemporaries and colleagues in ministry.

Unfortunately, it is your contemporaries in leadership who seem to wish you ill more than anyone else. Even unbelievers do not have some of the hateful attitudes that contemporaries and colleagues seem to have! God has given us all of these so that we may truly walk in love towards all men. If you fail to walk in love, your ministry will amount to nothing in the presence of God.

> **And though I have the gift of prophecy, and understand all mysteries, and all knowledge; and though I have all faith, so that I could remove mountains, and have not charity, I am nothing.**
>
> **1 Corinthians 13:2**

4. A bitter leader will have a distorted message.

Bitterness is described in Hebrews as a root, which defiles many people. It is akin to poison in your drinking water. One of the things that bitterness poisons is your message. A bitter person has a discoloured and distorted message. Do not let your pain prevent you from ministering God's love to people.

Chapter 35
Change People's Minds

The art of changing people's minds is a very important skill that you must develop if you call yourself a leader. The art of persuasion is a basic art of leadership. When somebody has an opinion about something and you are able to change that opinion, then you are operating as a leader.

Thomas' opinion was that the resurrection was not real. Jesus worked on that and in the end Thomas believed in the resurrection. Do you care whether people believe in Heaven or Hell? If you do not care about what opinions people hold, you cannot be a leader. Perhaps, people have bad impressions about men of God. A leader can work on those people's minds until they are thinking aright!

The pastor often gets people to change their minds about life. His job is to make them love God and serve Him. Perhaps they were serving money, but through the ministry of a true pastor (leader) they believe that service to God is more important than anything else.

Seven Ways to Make People Change Their Minds

1. Teach them the Word of God.

> **And be not conformed to this world: but be ye transformed by the renewing of your mind, that ye may prove what is that good, and acceptable, and perfect, will of God.**
>
> **Romans 12:2**

This Scripture teaches that we will be changed or transformed when our minds have been renewed. The Word of God is the best tool for making people change their mind. There is power in the Word of God that is why Paul said, "I am not ashamed of the gospel of Jesus Christ for *it is the power of God*…"

2. Make them go to church.

Church provides a regular mind-changing forum for anyone. Show me your church and I'll show you the way you think.

3. Make them have certain friends.

Your company influences you more than your church. This is because you are with your friends for several hours a week whilst you may be in church for just a couple of hours a week. Like the saying goes, "Show me your friend, and I'll show you your character".

> **Be not deceived: evil communications corrupt good manners.**
>
> **1 Corinthians 15:33**

4. Introduce them to successful people who have the kind of mind you want them to have.

This is the secret of the Full Gospel Businessmen Fellowship International. They introduce successful Christian businessmen to sinners and show them that it is possible to be a successful businessman. Through this method many people are saved (In other words, change their minds).

5. Share your own testimony.

A personal testimony is always a powerful instrument to change the mind. Paul used this method on King Agrippa. The entire chapter of Acts 26 describes Paul sharing his testimony to the king. At the end of this powerful personal testimony King Agrippa said,

...Paul, almost thou persuadest me to be a Christian.

Acts 26:28

6. Pray for them.

The state of the mind is a very spiritual thing. That is why Paul prayed that the Ephesians would be given a Spirit of revelation and wisdom. You may hear preaching and teaching but without revelation change never comes.

That the God of our Lord Jesus Christ, the Father of glory, may give unto you the spirit of wisdom and revelation in the knowledge of him:

Ephesians 1:17

7. Allow them to have certain eXperiences.

No matter what you say or preach, some people never change their minds. For such people the school of experience (and hard knocks!) may be the only teacher they will listen to. Allowing people to experience certain things is sometimes the only way to make their minds work in the right way. Sometimes I allow pastors to go through certain experiences. For instance, when people have the experience of starting a church, they often appreciate many of the things I teach.

I once had a pastor who did not appreciate the way I was handling another disloyal assistant. He thought I was not walking in love towards this rebellious fellow. No matter how much I explained the issues to this pastor, he still felt I was doing the wrong thing. In the end, I prayed that God would give him his own share of rebellious assistants. God really answered that prayer and he had one experience after another.

One day, he called me on the phone and told me that after having his own experience with disloyal people, he felt that I had been too lenient and kind with my rebellious pastor. I smiled to myself because I remembered his former attitude about that issue. This pastor's mind had really changed and now he felt that I was too loving to the rebel.

This is a very scriptural method to change people's minds. You will have to use it because there are many things that can only be learned by experience. The Father even trained Jesus by this method. The Bible says Jesus learned obedience through the things he experienced.

Though he were a Son, yet learned he obedience by the things which he suffered;

Hebrews 5:8

A leader is someone who uses all means at his disposal to make people change their minds. Have you been able to make someone change his mind about something?

But Thomas, one of the twelve, called Didymus, was not with them when Jesus came. The other disciples therefore said unto him, We have seen the Lord. But he said unto them, Except I shall see in his hands the print of the nails, and put my finger into the print of the nails, and thrust my hand into his side, I will not believe. And after eight days again his disciples were within, and Thomas with them: then came Jesus, the doors being shut, and stood in the midst, and said, Peace be unto you. Then saith he

to Thomas, Reach hither thy finger, and behold my hands; and reach hither thy hand, and thrust it into my side: and be not faithless, but believing. And Thomas answered and said unto him, My Lord and my God. Jesus saith unto him, Thomas, because thou hast seen me, thou hast believed: blessed are they that have not seen, and yet have believed.

John 20:24-29

Chapter 36

Know a Little about Everything That Goes On

And the spirit of the Lord shall rest upon him, the spirit of wisdom and understanding, the spirit of counsel and might, the spirit of knowledge and of the fear of the Lord;

And shall make him of quick understanding in the fear of the Lord: and he shall not judge after the sight of his eyes, neither reprove after the hearing of his ears

Isaiah 11:2-3

Knowing a little about everything is to have the spirit of knowledge, the spirit of wisdom and the spirit of understanding. Knowing a little bit about everything makes you a good leader. The best leaders are people who know something about everything. A leader must know a little about everything. This is why many organizations train their leaders by taking them to every department.

Things You Must Know a Little About

1. You must know a little about law.
2. You must know a little about medicine.
3. You must know a little about architecture.
4. You must know a little about engineering.
5. You must know a little about administration.
6. You must know a little about accounting.
7. You must know a little about computers.
8. You must know a little about politics.
9. You must know a little about protocol.
10. You must know a little about music.

I know something about law, medicine, accounting, management, administration and carpentry. I know a bit about construction. I have learnt a lot about engineering and architecture. I also know a bit about electronics, music equipment, computers, and the list goes on. I engage in debates with all the professionals I deal with. They know that I know something about their field. They know that I cannot be pushed around like an ignoramus.

You will never be a good leader if you do not have an idea about what goes on. The fact that you are a layperson in a certain field means that you should read up and educate yourself.

When a decision is taken in the field of accounting under your banner, you are responsible. That is why it is important to know a bit about everything. Never say, “Oh, that is medicine. I don’t know, I don’t care, and I don’t want to know!” There is a lot that you can know and must know!

Chapter 37
Leader, Show Some Emotion

Jesus WEPT. Then said the Jews, Behold how he loved him!

John 11:35,36

People are attracted to people who show emotion. Don't be afraid of showing emotion. People will gather around you and listen to what you have to say because you are real. There is no need to live in pretence because you are a leader. Everyone born on this Earth laughs, cries, gets angry and becomes happy. There are highs and lows in everyone's life.

To be a leader you must exhibit reality. We live in a real world with lots of problems. A leader is a real human being with real emotions. A leader will experience all the emotions his followers feel. Most people don't know what to do with their emotions. If they find someone who is successful in spite of the real emotions he feels, they would like to relate with him.

Eight Reasons Why People Who Show Emotion Are Attractive

1. People who do not show emotion are often boring and are not interesting to be with.

2. People who do not show emotion kill the atmosphere around them.

There is a lot of tension when you sit with a strict and unsmiling individual who makes no contribution or comment about the conversation going on.

3. Emotionless men and women are often strict, stern, authoritarian, exacting and rigorous.

4. Emotionless people may be phony and artificial.

People simply do not want to deal with a pretender.

5. People feel that if someone reveals his true emotions, the things he says will also be true.

6. A show of emotion stirs up the emotions of others.

When people are stirred up emotionally, they become more committed.

7. People love to listen to a preacher who ministers varied emotions of joy, anger, sadness and suspense.

8. Jesus, our great example-setter, showed emotion on many occasions.

Five Examples of Jesus Showing Emotion

1. Jesus was excited when he saw the man with great faith.

> When Jesus heard these things, he marvelled at him, and turned him about, and said unto the people that followed him, I say unto you, I have not found so great faith, no, not in Israel.
>
> Luke 7:9

2. Jesus wept over cities.

And when he was come near, he beheld the city, and wept over it,

Luke 19:41

3. Jesus was moved with compassion for lost and helpless people.

But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd. Then saith he unto his disciples, The harvest truly is plenteous, but the labourers are few;

Matthew 9:36,37

4. Jesus was angry with hypocrites.

And the Jews' passover was at hand, and Jesus went up to Jerusalem, And found in the temple those that sold oxen and sheep and doves, and the changers of money sitting: And when he had made a scourge of small cords, he drove them all out of the temple, and the sheep, and the oxen; and poured out the changers' money, and overthrew the tables;

John 2:13-15

5. Jesus wept over individuals.

Jesus WEPT. Then said the Jews, Behold how he loved him!

John 11:35,36

Chapter 38
Take Your Privileges at the Right Time and for the Right Reason

There is an evil which I have seen under the sun, as an error which proceedeth from the ruler. Folly is set in great dignity, and the rich sit in low place. I have seen servants upon horses, and princes walking as servants upon the earth.

Ecclesiastes 10:5-7

A leader must be a humble person but he must also be confident. The Bible teaches that it is foolishness when a leader refuses to sit in the appropriate place reserved for him. When it is time to take your privileges, you had better take them or you will be considered a fool. Leadership is not only sacrifice. Leadership is not only responsibility. Leadership goes along with certain privileges and blessings.

Obedience Is More Important than Sacrifice

God's call is to obedience and not to sacrifice per se. There are times when obedience will mean you have to sacrifice. If you sacrifice when God has not asked you to do so, you will separate yourself from God. Do not forget how Saul was separated from God because he sacrificed things that God had not asked him to.

And Samuel said, Hath the Lord as great delight in burnt offerings and sacrifices, as in obeying the voice of the Lord? Behold, to obey is better than sacrifice, and to hearken than the fat of rams. For rebellion is as the sin of witchcraft, and stubbornness is as iniquity and idolatry. Because thou hast rejected the word of the Lord, he hath also rejected thee from being king.

1 Samuel 15:22,23

When Princes Must Sit on Horses

There is a time when princes must sit on horses and servants must walk upon the earth. "I have seen servants upon horses, and princes walking as servants upon the earth" (Ecclesiastes 10:7). Do not be shy to earn money for all the hard work you put in. I feel sorry for ministers of the gospel who are treated like beggars who don't deserve anything. I know of churches where the pastors are not given money, but all of their domestic needs are taken care of. Church members come to inspect whether there is enough soap and toilet paper in the house. How pathetic! Do the pastors not have enough common sense to buy their own toilet paper?

The Error

I have watched church after church enter into crisis because a car was being bought for the pastor. Special funds were raised and the pastor's car became a controversial church matter. When people work at other institutions, is the purchase of a car a special project? Is it not their due? Why are pastors treated like undeserving idlers?

I work hard as a minister of the gospel. I deserve to be paid well. The Bible teaches that they that preach the gospel must live off the gospel.

Even so hath the Lord ordained that they which preach the gospel should live of the gospel.

1 Corinthians 9:14

Sowing Without Reaping

The husbandman that laboureth must be first partaker of the fruits.

2 Timothy 2:6

I must be able to have a good car for my safety and comfort. I must be able to build a house. There is nothing wrong with that! But there is something wrong when a man sows and does not reap. Everybody knows that! A leader must know when it is time to take his place and enjoy his benefits. It is a mistake to refuse your privileges and blessings when it is your turn to have them. I didn't call it a mistake, the Bible did! The Bible calls it the error that proceedeth from a ruler!

When Princes Eat in the Morning

Some nations have had leaders who begin their rule by drinking the lifeblood of the nation. Before a nation can blink, the leaders have siphoned out everything.

I recently visited a wealthy nation that produces large amounts of oil. Would you believe that this nation, one of the largest producers of oil in the world, had severe petrol shortages? It was amazing! There were very long queues in every city I visited. Fuel was sold only on the black market.

It was later reported that the head of state of that nation had a billion dollars in petty cash. What is a president doing with a billion dollars of petty cash? These vampires have lined their pockets whilst the masses of the nation struggle to make ends meet. Is it not ironic that a nation that supplies a significant percentage of the world's oil, suffers from fuel shortages? This is what the Bible calls "princes eating in the morning". The prince represents the leader and the morning represents the wrong time.

Woe to thee, O land, when thy king is a child, and thy princes eat in the morning! Blessed art thou, O land, when thy king is the son of nobles, and thy princes eat in due season, for strength, and not for drunkenness!

Ecclesiastes 10:16,17

Dear friend, when a nation or church has an opportunist at the helm of affairs, get ready for frustration and poverty!

In our church, we have a policy that puts the church before the pastor. What do I mean by this?

We believe the church must come before the pastor's welfare. This means that the church building is constructed and the church is given a sound footing before the pastor's benefits are considered.

When Princes Eat in Due Season

Privileges become blessings only when they come at the right time. When they come too soon, everything is destroyed. Some people buy cars that they cannot even afford to maintain. Someone once said, "Don't buy a car unless you can afford to maintain three of the same thing." Some

people live in houses that they cannot afford to maintain. Why worry yourself? Why do you try to impress people? Be yourself and do not rush to possess certain privileges. As the Lord lifts you up, you will receive everything you need at the right time.

He hath made every thing beautiful in his time…

Ecclesiastes 3:11

Beauty is only beauty within the context of the "right time". Have you ever noticed that when you look at pictures taken twenty years ago, you often look odd? Why is this? Because they have been taken out of their "time".

His Time Is the Right Time

That car or home will only be a real blessing when it comes at the right time. If it comes too soon, it will not be a blessing. It will cause problems for you. Everyone is happy when a married woman gets pregnant. It is a blessing to be pregnant. However, when an unmarried teenager becomes pregnant, we are not happy. Why is this? Because the pregnancy has been taken out of its context of the "right time".

Are you a leader or a hungry vampire? Wait patiently to take your privileges at the right time. Do not rush; you will only destroy yourself, your business, your church or your nation. Do not kill the hen that lays your golden eggs. Keep it alive so that it can lay golden eggs for you for many more years!

Chapter 39
Relate with Individuals and Relate with the Crowd

There cometh a woman of Samaria to draw water: Jesus saith unto her, Give me to drink. Then saith the woman of Samaria unto him, How is it that thou, being a Jew, askest drink of me, which am a woman of Samaria? for the Jews have no dealings with the Samaritans. Jesus answered and said unto her, Whosoever drinketh of this water shall thirst again: But whosoever drinketh of the water that I shall give him shall never thirst; but the water that I shall give him shall be in him a well of water springing up into everlasting life. The woman saith unto him, Sir, give me this water, that I thirst not, neither come hither to draw.

John 4:7,9,13-15

Jesus was somebody who handled great crowds. He had a team of pastors he was training. Jesus also had a busy schedule. But when he met the woman of Samaria, he took a little time and spoke to her as an individual. A leader is someone who knows how to relate with individuals. Jesus did not know whether this woman was rich or poor. He just treated her as a human being who needed his help.

Every human being is a complex composition of spirit, soul and body. Every human being has his fears, mistakes and successes in the background. Jesus spoke to a woman with a whole lot of problems. He was able to help her. If God has called you to be a leader, you must help *individuals* with needs. Do not treat a human being as a mere number. Anyone who treats his members as "just one of the masses" will soon discover that he loses their support.

Jesus started his ministry fully aware that he was going to relate with poor people. He was going to minister to the broken-hearted and to people that were bound. Dear leader, remember that each individual needs special attention.

And Jesus said, Make the men sit down. Now there was much grass in the place. So the men sat down, in number about five thousand.

John 6:10

Jesus knew how to handle large groups of people as well as individuals. When you are handling a crowd, you must know how to behave. You must dress properly and speak wisely. Many people in the crowd want to know what the truth is. A good leader transmits appropriate information to the crowd.

Keys for Relating with the Crowd

1. Give them accurate and timely information.

Do not tell them that you will raise their salaries when you will not.

2. Do not make useless promises.

People get tired of vain promises.

3. Announce as much good news as you can.

If a new branch has started, announce it. If a miracle has taken place, tell the people. The people will not know until you tell them. Good news creates a good feeling in the crowd.

Every wise government spends a lot of money informing the general population about what they want them to know. That is how they are able to keep the masses in check. Good news encourages everyone. That is how to control the crowds. Bad news discourages the followers.

4. Do not speak down at the people.

People like to feel respected. Even the tone of your voice can indicate whether you respect the people or not! As you sow love and respect you will reap admiration and many "following" hearts.

Chapter 40
Overcome the Disadvantages of Youthfulness and Inexperience by Studying History

The most important subject for a young leader is history. A young person does not have the benefit of experience. He has to tap into the experiences of others. His only chance of avoiding certain mistakes is to study those who went before him.

> **The thing that hath been, it is that which shall be; and that which is done is that which shall be done: and there is no new thing under the sun. Is there any thing whereof it may be said, See, this is new? it hath been already of old time, which was before us.**
>
> **Ecclesiastes 1:9,10**

Every good leader will learn a lot from history. History itself teaches us that most people do not learn from it. If you want to be a good leader, you must study church history and secular history.

Seven Reasons Why Every Leader Must Study History

1. History is the greatest source of knowledge and wisdom, second only to the Scriptures.

2. The Scriptures themselves contain many history lessons that guide us.

3. God instructed his leaders to teach history so that people would not forget. Forgetting leads to a repetition of the same mistakes.

> **And these words, which I command thee this day, shall be in thine heart: And thou shalt teach them diligently unto thy children, and shalt talk of them when thou sittest in thine house, and when thou walkest by the way, and when thou liest down, and when thou risest up. And when thy son asketh thee in time to come, saying, What mean the testimonies, and the statutes, and the judgments, which the Lord our God hath commanded you? Then thou shalt say unto thy son, We were Pharaoh's bondmen in Egypt; and the Lord brought us out of Egypt with a mighty hand: And the Lord shewed signs and wonders, great and sore, upon Egypt, upon Pharaoh, and upon all his household, before our eyes:**
>
> **Deuteronomy 6:6,7,20-22**

4. History repeats itself.

You are walking where others just like you, have walked. If you know what happened to them, then you will know what will happen to you. There is a proverb that states: "Those who do not know history are doomed to repeat it."

5. Because many things are programmed in cycles.

There is an in-built cyclical system of the world. The planets revolve around the sun. The moon circles around the earth. The human body has numerous biochemical and hormonal cycles within it. The Krebs cycle and the menstrual cycle are examples of these. Your life may be part of an evil cycle that is playing itself out. You can break every terrible cycle of your life and ministry by studying history.

6. A student of history can predict the future.

Your prophetic insights will be greatly enhanced as you study church history.

7. Boldness and confidence are fruits of studying history.

You can lead the way with greater confidence by using the lessons you learnt from history.

One day I was standing with an old wise man in front of my house. I told him about a crisis I had experienced in my fellowship. He smiled to himself and said something that I will never forget. He said, "The devil has just a few tricks. And he keeps using them over and over."

He continued, "I am always surprised that the same trick works every time."

He explained, "Because people do not know what happened in the past, they keep falling for the same old tricks."

Dear friend, will you fall for the same trick that your senior brother fell for? Why don't you read about what happened yesterday? Dear politician can you not see how your predecessor ended up. It's time to glean the lessons of wisdom and knowledge from history.

> **The thing that hath been, it is that which shall be; and that which is done is that which shall be done: and there is no new thing under the sun.**
>
> **Ecclesiastes 1:9**

Chapter 41
Take Responsibility and Give Account

What you must realize is that every leader will give account for what he or she is doing. Are you ready to account to God for the sheep he gave you? Jesus kept on saying that he had lost none of the sheep except the son of perdition. Paul kept saying that he would have to give account.

> **Obey them that have the rule over you, and submit yourselves: for they watch for your souls, as they that must give account, that they may do it with joy, and not with grief: for that is unprofitable for you.**
>
> **Hebrews 13:17**

Leadership is a great responsibility. I remember years ago, I watched as several heads of state and ministers of state were executed by a firing squad. It was pathetic to see important people being humiliated and murdered. The ordinary citizen in his home received no such treatment. This was because the ordinary man had not taken up the responsibility of ruling the country. However, those who had taken up responsibility had to pay with their lives.

If you are conscious of the reality that you will account for your leadership you will discover that you will become a better leader. Always remember that the day of accountability is coming. This will make you do the right thing. I am constantly aware that I will give account for the call of God on my life. I know that I will have to account for the sheep in my churches. This is why I make great efforts to look after them.

Are you a leader? Are you constantly thinking of your day of accountability? Please do! You will be transformed into a natural and effective leader.

Chapter 42
Don't Give up Your Source of Power!

Finally, my brethren, be strong in the Lord, and in the power of his might. Put on the whole armour of God, that ye may be able to stand against the wiles of the devil.

Ephesians 6:10-11

The word of God teaches us to be strong by putting on the armour and weapons. A soldier must never give up his weapons. His weapons are the reason why he has power. Christians and leaders must not give up the source of their power, which are their weapons.

Seven Sources of Power You Must Not Give Up

1. Don't give up truthfulness because it is a belt that holds everything together (Ephesians 6:14).

2. Don't give up righteousness because it is a weapon that gives you the strength to speak out and to preach the Word on every topic (Ephesians 6:14).

3. Don't give up your faith because it is a shield that protects you (Ephesians 6:16).

4. Don't give up your sword, which is the Word of God because it is the weapon through which you will advance (Ephesians 6:17).

5. Don't give up your salvation it is a defense for your very life (Ephesians 6:17).

6. Don't give up your preparedness to share the gospel because it is your spiritual shoe (Ephesians 6:15).

7. Don't give up your prayer life of intercession because it is a powerful tool that Jesus never let go of (Ephesians 6:18).

Every leader derives power from something. Jesus knew that his source of power was prayer. That is why he never stopped praying. That is why he prayed so earnestly in the garden of Gethsemane.

The apostle Peter knew that his source of power was in prayer and in the Word. That is why he refused to give it up!

…It is not reason that we should leave the word of God, and serve tables. But we will give ourselves continually to prayer, and to the ministry of the word.

Acts 6:2,4

Every leader must know the source of his power. Many politicians know that their source of power is popular opinion. That is why they will sacrifice everything to maintain popular opinion. I have watched many politicians sacrifice their families and friends so they could have popular support.

Years ago, I spoke to a Christian who was involved in politics. He was helping our church. He did help us to a point. Then one day he told me, "Bishop, the way this matter is going I cannot help you anymore."

This was a born again, tongue-speaking Charismatic Christian. He was even a leader in his church. He continued, “If this matter goes any higher, I’m afraid I cannot support the church anymore.”

I looked at him as he explained, “You know, politics is my life. If this goes against me politically, I will lose my job. And that means a lot to me.”

A few weeks later, the matter escalated. This Christian politician took sides against the church and helped politicians to attack the church. This was unfortunate, but it reflected a deep truth. This man thought his power came from politics and not from God. He remained loyal to what he thought was giving him power.

Many politicians think that the secret of their power is in popular support. This makes them sacrifice their principles, morals and even their faith. A Christian leader must know that his strength comes from God. Even politicians are mistaken when they think that their strength comes from people. Ultimately, God rules in the affairs of men.

Every minister of the gospel must be aware that his strength is from the Lord and not from money or people.

When a leader does not treasure his source of power, he will lose it. Samson played around with his source of power. Eventually, he lost everything.

> **That he told her all his heart, and said unto her, There hath not come a razor upon mine head; for I have been a Nazarite unto God from my mother’s womb: if I be shaven, then my strength will go from me, and I shall become weak, and be like any other man.**
>
> **Judges 16:17**

Are you a leader? Find out what is the source of your strength, treasure it, protect it and do not give it up for anything!

Chapter 43
Be Decisive! It Is the Greatest Attribute of a Leader

Decisiveness is truly the greatest attribute of a leader. Many people cannot take decisions. Only real leaders face up to realities and take important decisions. *The failure to take a decision is the failure to lead.* Well-run businesses often take hard decisions to lay off employees when they realize that they have to. This type of decision is not easy and has far reaching consequences. Failure to take a decision can lead to the destruction of all that you are building.

Four Reasons Why You Must Be Decisive

1. God is a decisive God.

We are supposed to be imitators of God, who is known for his ability to take far-reaching decisions.

> **Be ye therefore followers of God, as dear children;**
>
> **Ephesians 5:1**

2. All great leaders are decisive.

We are to follow the example of people who through faith and patience have accomplished great things.

> **That ye be not slothful, but followers of them who through faith and patience inherit the promises.**
>
> **Hebrews 6:12**

3. A failure to decide is a failure to lead.

Leadership is eighty per cent decision taking and twenty percent implementation. That is why the failure to decide is a failure to lead.

4. Failure to decide is the same as a decision to do nothing.

How can you follow someone who has decided to do nothing? You might as well follow a little child around the playground. That is the same as doing nothing.

Ten Decisions of Jehovah

1. When the Earth was without form, void and covered with darkness, God took a decision to create Heaven and Earth.

> And the earth was without form, and void; and darkness was upon the face of the deep. And the Spirit of God moved upon the face of the waters.
>
> Genesis 1:2

2. When God realized that man was lonely, he took a decision to create a woman.

> And the Lord God said, It is not good that the man should be alone; I will make him an help meet for him.

Genesis 2:18

3. When the Earth was full of wickedness, God took a decision to kill all the human beings and leave only Noah and his family alive.

And God saw that the wickedness of man was great in the earth, and that every imagination of the thoughts of his heart was only evil continually. And it repented the Lord that he had made man on the earth, and it grieved him at his heart.

And the Lord said, I will destroy man whom I have created from the face of the earth; both man, and beast, and the creeping thing, and the fowls of the air; for it repenteth me that I have made them.

Genesis 6:5-7

4. When God saw Noah's sacrifice, he took a decision not to destroy all living things anymore.

And the Lord smelled a sweet savour; and the Lord said in his heart, I will not again curse the ground any more for man's sake; for the imagination of man's heart is evil from his youth; neither will I again smite any more every thing living, as I have done.

Genesis 8:21

5. When God saw the homosexuality in Sodom and Gommorah, he took a decision to eliminate that city forever.

And the Lord said, Because the cry of Sodom and Gomorrah is great, and because their sin is very grievous; I will go down now, and see whether they have done altogether according to the cry of it, which is come unto me; and if not, I will know.

Genesis 18:20,21

6. When God saw that the Israelites were suffering so much in Egypt, he took a decision to rescue them from the hand of Pharaoh.

And it came to pass in process of time, that the king of Egypt died: and the children of Israel sighed by reason of the bondage, and they cried, and their cry came up unto God by reason of the bondage. And God heard their groaning, and God remembered his covenant with Abraham, with Isaac, and with Jacob. And God looked upon the children of Israel, and God had respect unto them.

Exodus 2:23-25

7. When God was taking the children of Israel out of Egypt into Canaan and they began to complain, God immediately took a decision to keep them in the wilderness for forty more years.

(When your fathers tempted me, proved me, and saw my works forty years. Wherefore I was grieved with that generation, and said, They do alway err in their heart; and they have not known my ways. So I sware in my wrath, They shall not enter into my rest).

Hebrews 3:9-11

8. When God saw that Lucifer was rebellious, he took a decision to cast him out of Heaven.

Thine heart was lifted up because of thy beauty, thou hast corrupted thy wisdom by reason of thy brightness: I will cast thee to the ground, I will lay thee before kings, that they may

behold thee. Thou hast defiled thy sanctuaries by the multitude of thine iniquities, by the iniquity of thy traffick; therefore will I bring forth a fire from the midst of thee, it shall devour thee, and I will bring thee to ashes upon the earth in the sight of all them that behold thee.

Ezekiel 28:17,18

9. When God realized that the Israelites did not want to be ruled by a prophet, he took a decision to change the style of leadership from judges to kings.

And the Lord said unto Samuel, Hearken unto the voice of the people in all that they say unto thee: for they have not rejected thee, but they have rejected me, that I should not reign over them.

1 Samuel 8:7

10. When God saw that all of his creation was going to be lost through sin, he took a decision to send his Son to win them back.

For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life. For God sent not his Son into the world to condemn the world; but that the world through him might be saved.

John 3:16,17

Many pastors fail to get rid of disloyal elements within their ranks. When you fail to take the hard decision to remove traitors you will be destroyed. Are you a leader? Are you aspiring to be a leader? If so, then welcome to the world of taking difficult decisions.

Six Keys for Decision-Taking

1. Be brave.

You need courage to take good decisions. King David instructed Solomon to be strong. He knew that Solomon would need strength to be decisive. David knew that decisiveness was the greatest attribute Solomon would need.

I go the way of all the earth: be thou strong therefore, and shew thyself a man;

1 Kings 2:2

Because I am a leader, I understand the importance of this instruction. Without strength, you cannot be decisive. A church needs a strong leader to move it forward. Democracy and committees are not helpful; what you need is strong leadership.

Solomon went ahead and eliminated his brother Adonijah, who had earlier tried to take the throne from him. The first act of strength that Solomon performed was to eliminate all possible traitors and wicked elements in his kingdom.

Some of you are too weak to get rid of that bad man in your life. That is why you will never be a successful leader. Decisiveness is the greatest attribute of a leader. You need strength to obey the voice of the Lord.

When God told me to be a pastor, it took a lot of strength to forge ahead into God's will. No one supported or helped me. When I started out in ministry, I found myself surrounded by people who didn't believe in me. I had to get rid of the scoffers in my life and I did just that! I remember

telling one gentleman, “From today, you are no longer part of this church.”

I continued, “Do not come to the church anymore. Your services are not needed!”

This brother was taken aback but it was a very necessary step for my own survival. No one can prosper if disloyal scorners surround him. You need an environment of encouragement and peace.

2. See ahead.

Know that the decision you are taking now will turn out for good. Solomon knew that eliminating his brother Adonijah would turn out for the good of the whole nation. If Solomon had not seen ahead he would not have taken that decision. A bad manager cannot see that if he does not take the hard decision of cutting the work force, for instance, the whole company will close down.

3. Consider the consequences of failing to take a decision.

Abraham was very close to his nephew Lot. One day, he had to face the painful reality that his nephew’s presence in his life was causing more harm than good. Being a good leader, he took the decision and separated from his nephew. The consequence of failing to take this decision would have been strife. And it was not worth it.

> And Abram said unto Lot, Let there be no strife, I pray thee, between me and thee, and between my herdmen and thy herdmen; for we be brethren. Is not the whole land before thee? separate thyself, I pray thee, from me: if thou wilt take the left hand, then I will go to the right; or if thou depart to the right hand, then I will go to the left.
>
> Genesis 13:8,9

Notice that it was after this decision that God gave him specifications of the lands and blessings that were his.

> And the Lord said unto Abram, after that Lot was separated from him…
>
> Genesis 13:14

4. Move quickly when all the relevant information has come in.

Do not take decisions based on part of the available information. You will make disastrous mistakes when you do that. Solomon was advised by his father to get rid of Joab. The only information that Solomon needed was his father’s instruction. Joab was someone who had disobeyed David on several occasions. David asked Solomon to eliminate Joab.

> …let not his hoar head go down to the grave in peace.
>
> 1 Kings 2:6

When the opportunity presented itself, Solomon executed Joab. When the information came in, Solomon took the decision to immediately execute Joab. David also asked Solomon to deal with Shimei. Shimei was someone who cursed King David when he was running away from Absalom.

> …thou hast with thee Shimei… hold him not guiltless…
>
> 1 Kings 2:8,9

You will notice that after Solomon fulfilled his father’s instructions the kingdom of Israel became established under his rule. The decisiveness of Solomon at the beginning of his reign took

him very far.

…And the kingdom was established in the hand of Solomon.

1 Kings 2:46

Because Solomon was decisive, his kingdom was established. Once the information came in, he took the decision and implemented it.

5. Implement decisions that have been taken.

Solomon asked Shimei not to cross the brook Kidron. He told Shimei that if he crossed the brook, that would be his last day on Earth. When the information came that Shimei had crossed the boundary, Solomon implemented the hard decision that he had already taken. The decisiveness of Solomon was at work.

6. Surround yourself with godly people who give good advice.

Don't make the mistake of Rehoboam.

> And Rehoboam went to Shechem: for all Israel were come to Shechem to make him king. And it came to pass, when Jeroboam the son of Nebat, who was yet in Egypt, heard of it, (for he was fled from the presence of king Solomon, and Jeroboam dwelt in Egypt;) That they sent and called him. And Jeroboam and all the congregation of Israel came, and spake unto Rehoboam, saying, Thy father made our yoke grievous: now therefore make thou the grievous service of thy father, and his heavy yoke which he put upon us, lighter, and we will serve thee. And he said unto them, Depart yet for three days, then come again to me.
>
> And the people departed. And king Rehoboam consulted with the old men, that stood before Solomon his father while he yet lived, and said, How do ye advise that I may answer this people? And they spake unto him, saying, If thou wilt be a servant unto this people this day, and wilt serve them, and answer them, and speak good words to them, then they will be thy servants for ever. But he forsook the counsel of the old men, which they had given him, and consulted with the young men that were grown up with him, and which stood before him: And he said unto them, What counsel give ye that we may answer this people, who have spoken to me, saying, Make the yoke which thy father did put upon us lighter?
>
> And the young men that were grown up with him spake unto him, saying, Thus shalt thou speak unto this people that spake unto thee, saying, Thy father made our yoke heavy, but make thou it lighter unto us; thus shalt thou say unto them, My little finger shall be thicker than my father's loins. And now whereas my father did lade you with a heavy yoke, I will add to your yoke: my father hath chastised you with whips, but I will chastise you with scorpions. So Jeroboam and all the people came to Rehoboam the third day, as the king had appointed, saying, Come to me again the third day. And the king answered the people roughly, and forsook the old men's counsel that they gave him; And spake to them after the counsel of the young men, saying, My father made your yoke heavy, and I will add to your yoke: my father also chastised you with whips, but I will chastise you with scorpions. Wherefore the king hearkened not unto the people; for the cause was from the Lord, that he might perform his saying, which the Lord spake by Ahijah the Shilonite unto Jeroboam the son of Nebat.
>
> So when all Israel saw that the king hearkened not unto them, the people answered the

king, saying, What portion have we in David? neither have we inheritance in the son of Jesse: to your tents, O Israel: now see to thine own house, David. So Israel departed unto their tents.

1 Kings 12:1-16

Two Common Mistakes of Leaders

1. Failure to take an obvious decision.

2. Failure to implement a decision that has been taken.

Chapter 44
Know about the Power of Habits and Develop Good Habits

A habit is something that you do without thinking about it or intending to do it. Every good leader has many good habits. These good habits are what has made him into what he is.

Two Habits of Jesus

1. Going to church regularly

Did you know that Jesus had good habits? The Bible teaches us that he had a habit of going to church on the Sabbath day.

> And he came to Nazareth, where he had been brought up: and, as his custom was, he went into the synagogue on the sabbath day, and stood up for to read.
>
> Luke 4:16

2. Going on prayer retreats

Jesus also had a habit of going to a particular garden for retreats. It was a place that he often went. And everyone knew his habit of praying in the garden.

> When Jesus had spoken these words, he went forth with his disciples over the brook Cedron, where was a garden, into the which he entered, and his disciples. And Judas also, which betrayed him, knew the place: for Jesus ofttimes resorted thither with his disciples.
>
> John 18:1-2

Daniel's Habit

Daniel prayed at specific times of the day. It was something he was used to. It was one of the greatest secrets of his life.

> Now when Daniel knew that the writing was signed, he went into his house; and his windows being open in his chamber toward Jerusalem, he kneeled upon his knees three times a day, and prayed, and gave thanks before his God, as he did aforetime.
>
> Daniel 6:10

Ten Things Every Leader Should Know about the Power of Habits

1. A habit is an act that is repeated easily without thinking about it or planning to do it.

2. A habit is an act that becomes your custom whether you are conscious of it or not.

3. A habit is often an insignificant act that seems to have no power to affect the future.

This is why many people do not recognize the concept of having good habits as a powerful tool for future accomplishments.

4. A habit can either be good or bad, natural or spiritual.

Spiritual habits are things like Morning Prayer and having a daily quiet time. Natural habits are things like brushing your teeth and having your daily bath.

5. Good habits are repeated as easily as bad habits.

6. Bad habits lead to consistent failure and defeat without the person realizing what is happening.

7. Good habits lead to consistent success and victory without the person even realizing what he is doing.

8. Bad habits are easy to form but difficult to live with. Good habits are difficult to form but easy to live with.

9. Every successful leader has a number of good HABITS that have brought him to success.

Many years ago, a friend of mine taught me how to have a quiet time with God every morning. I developed that as a personal habit and it has been my greatest secret as a Christian and later as a minister. Almost all the things I preach about come as a result of this good habit.

10. Habits are a safety procedure for leaders.

This is because even when a leader is under pressure, he will do certain good things habitually, naturally and easily. When under pressure, the leader may not have time to think of what to do or how to act. It is a good habit of prayer or quiet time that may lead him out of difficulty.

Just like Jesus, I also have a place I often go to pray. I also often go with my pastors. This habit helps keep me spiritually protected even when I am not aware of danger.

Twenty Good Habits Every Leader Should Develop

1. Read your Bible everyday of your life.

In the day of crisis it is that Bible reading that may save you.

2. Have a personal quiet time with God every day.

Let NBNB (No Bible, No Breakfast) be a principle that you adopt.

3. Pray for a minimum of one hour everyday of your life.

Develop the habit of praying before you eat.

4. Fast at least once a week.

For example, you could choose Fridays as a day of fasting.

5. Constantly listen to preaching tapes in your car or in your home.

6. Constantly have a book that you are reading.

As soon as you finish one book, immediately begin reading another. This is a very good habit that will unconsciously increase your knowledge and learning.

7. Play only Christian music in your house or car.

Never allow worldly music to be played in your presence, even if it is coming from the radio. This habit will make you create a Holy Spirit-friendly environment around you all the time. The Holy Spirit will come to you because God inhabits praise and worship. You will also unconsciously drive away evil spirits without intending to do so. "And it came to pass, when the evil spirit from God was upon Saul, that David took an harp, and played with his hand: so Saul was refreshed, and was well, and the evil spirit departed from him"(1 Samuel 16:23).

8. Do a lengthy fast at the beginning of the year to commit the rest of the year into God's hands.

9. Have at least one long prayer time at least once a week.

10. Let your closest friends be members of the same sex.

11. Chat with your wife every day.

I have discovered that a woman's greatest need is to be talked to, even if it is about "nothing". Women are born with a gift of talking. One of their gifts is chatting. Fifteen minutes of chatting would do every woman a world of good.

12. Play and talk with your children.

If you spend half as much money on your children and twice as much time with them they will turn out better.

13. Have sex regularly with your spouse.

You can do this at least every other day or as your strength permits.

14. Rest once a week.

I rest on Mondays. I have learned that it is an important day for me. I have discovered that the work never ends.

15. Witness to every unbeliever you meet.

Do this whether you have prayed or not. Do not let an unbeliever get away from your presence without hearing the gospel. This habit will lead to many people being saved without you ever planning a salvation crusade.

16. Do not borrow money.

Some people have the habit of borrowing money every time they are in need. You must develop the habit of not borrowing money.

17. Set aside some time to specially wait on God every few months.

Whenever I do this, I go away for a few days and spend time with the Lord. This is one of the great secrets of my life.

18. Saving money.

Save a little money every month.

19. Develop the habit of not watching much television.

Television takes up the time that would have been used reading, praying, having a quiet time, talking with God, chatting with your wife or children. Television is also a bad influence. People get ideas of divorce and other evils from watching television.

20. Pay your tithes every month.

Let the first ten per cent of your income be assigned to God.

Do you consider yourself to be a leader? What good habits do you have? Develop a life filled with many good habits. Don't forget that every successful leader has some secret good habits that make him lead successfully.

Chapter 45
Know Where You Are! Know Where You Are Not! And You Will Know Where to Go!

And ye shall know the truth, and the truth shall make you free.

John 8:32

The truth will tell you where you are and where you are not! The truth will also tell you where to go. Many pastors need to start telling the truth about the size of their congregations. It is time to stop making wild guesses about the number of people in our churches. When you know the actual number of souls you are ministering to, you will be motivated to work harder.

One day, I asked my data officer to tell me how many people were in church. When he gave me the figure, I was depressed for one week. I realized that our church was very small. I had a long way to go!

If you cannot tell yourself the truth, you cannot be a good leader.

Many businesses do not make any profit at all! When you add up the real costs of their operations, you discover that they are actually making a loss. If managers were honest, they would take the necessary hard decisions. That is what leadership does.

Then said one unto him, Lord, are there few that be saved?…

Luke 13:23

Jesus answered and told him that there is a narrow gate and few people are entering through that gate. This was the truth. Leaders need to deal with reality. Without real figures, a Chief Executive cannot take sound financial decisions. Every leader must ensure that he has the real picture.

Chapter 46
Become Self-Motivated. Do Not Expect Direction or Encouragement from Outside

Everyone looks up to the leader for encouragement, but who encourages the leader? A true leader is someone who knows how to encourage himself whenever it is necessary. I do not look to the outside for motivation. I have learnt that I have to motivate myself. I cannot depend on external factors to encourage me.

There are many times I have been absolutely discouraged and dejected in ministry. There are times I have problems that I have no one to talk to about. Like David, I have had to learn to encourage myself in the Lord.

You cannot encourage your followers until you have learnt to encourage yourself. David experienced a crisis and he had no one to talk to. He had no choice but to encourage himself.

Seven Steps to Encouraging Yourself

1. Develop a personal relationship with the Holy Spirit.

> **But the Comforter, which is the Holy Ghost, whom the Father will send in my name, he shall teach you all things, and bring all things to your remembrance, whatsoever I have said unto you.**
>
> **John 14:26**

Hear him speaking to you personally. You will do this by faith. You must be able to say that God has spoken to you. When you are all alone and there is no one to speak to, the Holy Spirit will be the guide that you need. That is what he is there for! Be constantly aware of the Greater One in you. You have overcome because he is in you.

> **Ye are of God, little children, and have overcome them: because greater is he that is in you, than he that is in the world.**
>
> **1 John 4:4**

In my darkest moments, I have found the Holy Spirit to be someone who speaks to me personally. Jesus described the Holy Spirit as another Comforter.

> **And I will pray the Father, and he shall give you another Comforter, that he may abide with you for ever;**
>
> **John 14:16**

Jesus was the first comforter. He was available to speak to. He was there to answer questions. He was there to give guidance. Today, the Holy Spirit does this job. Leaders are often lonely people. I pity any leader who does not have the Holy Spirit as a personal friend to talk to.

2. Receive living messages from God by the simple reading of Scriptures.

When the Bible becomes a living message from God to you, you will always have a source of direction and encouragement. When I'm in need of encouragement or direction, I believe that whichever part of Scriptures I read at that time will be God's message to me. This makes the Bible

my greatest tool of self-encouragement and motivation.

I remember a time when I had been terribly accused by some members of a church. When I arrived in that church to preach, I was so confused because of the many stories that were circulating about me. As I sat in front of the church, I did not know what to preach about, so I flipped through the pages of the Bible and my eyes fell on this scripture:

> **The righteous also shall hold on his way, and he that hath clean hands shall be stronger and stronger.**
>
> **Job 17:9**

Instantly, I knew God was speaking to me. He that hath clean hands will get stronger and stronger in spite of what people say. I knew I had clean hands as far as what they were accusing me about was concerned. Although I had never seen that scripture before, I preached from it and encouraged myself with the power that came from it.

You must learn to encourage yourself with scriptures that you read to yourself in your quiet moments!

3. Remember other problems that God has delivered you from.

> And he charged them, saying, Take heed, beware of the leaven of the Pharisees, and of the leaven of Herod.
>
> And they reasoned among themselves, saying, It is because we have no bread.
>
> And when Jesus knew it, he saith unto them, Why reason ye, because ye have no bread? perceive ye not yet, neither understand? have ye your heart yet hardened?
>
> Having eyes, see ye not? and having ears, hear ye not? and do ye not remember?
>
> When I brake the five loaves among five thousand, how many baskets full of fragments took ye up? They say unto him, Twelve.
>
> And when the seven among four thousand, how many baskets full of fragments took ye up? And they said, Seven.
>
> And he said unto them, How is it that ye do not understand?
>
> Mark 8:15-21

Jesus had fed five thousand people on one occasion and had fed four thousand people on another occasion. Jesus expected His disciples to remember the things He had done for them in the past. Remembering these things would encourage them greatly. Notice how he was angry with the disciples for not remembering the past miracles.

When you remember what the Lord has done in the past you will be encouraged.

4. Make positive confessions.

> For verily I say unto you, That whosoever shall say unto this mountain, Be thou removed, and be thou cast into the sea; and shall not doubt in his heart, but shall believe that those things which he saith shall come to pass; he shall have whatsoever he saith.
>
> Mark 11:23

Your faith must speak when you need encouragement. Faith is the opposite of depression. Faith is a shield. Your faith is a God-given weapon meant to stop attacks. That is why the Bible calls

faith a shield that quenches the fiery darts

5. Learn to listen to appropriate messages and get fired up again.

Faith always comes from the messages you hear. Open yourself to wonderful messages of faith and you will be greatly impacted.

> So then faith cometh by hearing, and hearing by the word of God.
>
> Romans 10:17

6. Play the right music at the right time.

King Saul suffered greatly from depression. His antidote to depression was to listen to David's anointed music. Anointed music definitely has an effect on your mood and your level of encouragement or discouragement.

> And it came to pass, when the evil spirit from God was upon Saul, that David took an harp, and played with his hand: so Saul was refreshed, and was well, and the evil spirit departed from him.
>
> 1 Samuel 16:23

7. Avoid depressive and discouraging personalities who only draw you back into the darkest gloom.

> But it came to pass, that when Sanballat heard that we builded the wall, he was wroth, and took great indignation, and mocked the Jews. And he spake before his brethren and the army of Samaria, and said, what do these feeble Jews? Will they fortify themselves? Will they sacrifice? Will they make an end in a day? Will they revive the stones out of the heaps of the rubbish which are burned? Now Tobiah the Ammonite was by him, and he said, even that which they build, if a fox go up, he shall even break down their stone wall
>
> Nehemiah 4:1-3

Sanballat and Tobiah are examples of these terrible discouraging personalities you must avoid. They described Nehemiah's wall as so weak that even a fox would break it! Nehemiah and his workers were highly intimidated by these unfortunate comments. You must avoid such people, and especially avoid their words if you want to overcome discouragement. Surround yourself with people who believe you and who will support you in your weak moments.

Chapter 47
Be Flexible, Rigidity Is Costly!

To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some.

1 Corinthians 9:22

Notice Paul's flexibility! He became weak and acted like a weak person so that he could save people who were weak in faith. He became all things to all men so that he could minister the gospel. How come you are so stiff, unchangeable and rigid?

Be flexible because rigidity is costly and very dangerous. Rigidity is defined as being hardened in a bad way. As we grow older, our blood vessels get stiffer. In other words, the pipes become stiffer and inflexible. This is what increases the blood pressure. Strokes occur when the blood bursts through stiffened and inflexible blood vessels at a high pressure. Becoming stiff and inflexible is to develop into a dangerous and life-threatening state. A burst can occur and you are done for!

A tree cannot bend when it is old. When you've been in church for a long time you can be rigid. It takes grace to know you're rigid. Every church that has been there for some time becomes stiff. This is why God is always raising new people to do His work – people who will be flexible in His hands and do His will. God has new ways of doing the old jobs.

A true leader exhibits flexibility. Being flexible does not mean that you compromise in things you believe in. A leader must not be rigid. An old rigid tree will be broken, but a young supple tree can be bent over. Paul said that he became all things to all men so that he might save them all. Are you prepared to do anything to achieve good results? There are times that you may have to vary your dressing to flow with the people around. You are not always right, you know!

In certain cultures, people are not punctual. When you say the programme starts at six o'clock, they will leave their homes at six and be there for seven. If you are very rigid with your timing, you may end up preaching to empty chairs and closing your service as the majority of people walk in.

A pastor must be flexible with ignorant baby sheep. Sometimes, sheep will ask you to counsel them about things you have just preached about. The message is very clear but they still want you to talk to them. There are times you have to be flexible and accommodate these sheep. Without being flexible you will not be able to flow in a miracle service where the Holy Spirit has the liberty. If you really want to keep your service to two hours, you may miss certain moves of the Spirit.

A leader tries new things. Try new ways of evangelism. Be open to methods that you did not invent. Listen to young people who have fresh ideas. Do not rigidly think that God only speaks through a grey-haired sixty-year-old prophet. Flexibility will allow you to receive from a twenty-year-old anointed youth.

Are you a leader? Then you must be flexible and open to new ideas.

Chapter 48
Command Your Troops!

For if the trumpet give an uncertain sound, who shall prepare himself to the battle?
1 Corinthians 14:8

There are times that making suggestions and giving advice will not work. You must give a clear command to the troops. The Centurion said to Jesus, "I say to one 'Go', and he goeth. I say to another 'Come', and he cometh." He was just showing Jesus that he was a leader. A leader is often a commander. If you are too weak to give a command you cannot be a leader. Leaders must give advice and make suggestions. But a leader must also give commands. There are times that you have to say, "Go!"

I Gave a Command

One night, the Lord revealed that a certain pastor in my outfit was disloyal to me. He said to me, "Give a clear command." I will never forget that night, as the Spirit of God ministered very clearly to me. I could not sleep because the Spirit of God was talking to me. I was wide awake in the middle of the night. All that the Lord told me was to give a clear command. He told me that after I give the command, the disloyal element would be made manifest.

The next day, I called two pastors to my office. I told them, "I have given you suggestions and advice before. But now I am explicitly instructing you to move out of this city into the following towns." I continued, "In other words I am transferring you."

You see, I had taken my place as a strong leader of my church. I said to them, "I am transferring you out of this city."

One of the pastors agreed to go after clarifying a few points. The other pastor smiled and said, "Well, I have been to that town before and I have even worked there. I would be happy to go there, but I think that this is a good opportunity to inform you of my decision to resign."

When I heard that, I said to myself, "The cat is out of the bag."

This young man had been hatching a plan for some time. He had not had the courage to disclose it. I had known that his heart was not with me. Giving the strong command had brought out what was in him.

Be strong and of good courage…
Joshua 1:6

Pray for strength and courage to be a good leader. Giving advice is very different from giving commands. Giving suggestions is very different from giving commands. There is a time to advise and a time to command. Giving commands will establish your position as a leader and will expose disloyal elements within your ranks. Develop the art of commanding. Of course, you must not go about commanding everyone. You can only command your own troops.

Chapter 49
Balance Your Priorities

A false balance is abomination to the Lord: but a just weight is his delight.

Proverbs 11:1

Leadership is the ability to know what comes first and what comes second. Every leader has a home, a family, a church, a business, a school and the list goes on. What comes first? A leader knows that God always comes first. Almost every seasoned leader will tell you that the family is of utmost importance.

Some people place so much emphasis on the family that they neglect God. Others neglect their families in the name of serving God. Both of these are wrong. And the leader is the one who rises up and creates the perfect balance.

Maintain the right balance between all the priorities that God has given you. Nobody wants to get to Heaven only to hear that they neglected a whole area of ministry.

Do you consider yourself a leader? Then maintain the right balance between all the things that God has given you to do. We will be glad to follow your example. Nobody wants to get to Heaven only to be told that they neglected a whole area of ministry. Even within the offices of ministry, it is important to balance your different callings. Perhaps you are an evangelist and a pastor, you must balance the two and ensure you fulfil each one to its utmost.

I believe God has put me in the office of a teacher. That is my first priority! I love evangelising and I love to pastor. But God has directed me to put the first things first!

Ten Spiritual Priorities

1. You must give yourself to the Lord *BEFORE* you give yourself to any man or woman.

> And *this they did*, not as we hoped, BUT FIRST GAVE THEIR OWN SELVES TO THE LORD, and unto us by the will of God.
>
> 2 Corinthians 8:5

2. You must pay your tithes *BEFORE* you pay for other things.

> Upon the first *day* of the week let every one of you lay by him in store, as *God* hath prospered him, that there be no gatherings when I come.
>
> 1 Corinthians 16:2

3. You must seek the kingdom of God *BEFORE* you seek any other earthly thing.

> But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you.
>
> Matthew 6:33

4. You must forgive *BEFORE* you attempt to pray, worship or sacrifice to God.

> Therefore if thou bring thy gift to the altar, and there rememberest that thy brother hath ought against thee;

Leave there thy gift before the altar, and go thy way; first be reconciled to thy brother, and then come and offer thy gift.

Matthew 5:23-24

5. You must set the apostolic ministry *BEFORE* the prophetic, pastoral, teaching, and evangelistic ministries.

And God hath set some in the church, first apostles, secondarily prophets, thirdly teachers, after that miracles, then gifts of healings, helps, governments, diversities of tongues.

1 Corinthians 12:28

6. You must fulfil your calling *BEFORE* you give attention to other aspects of ministry.

For I delivered unto you FIRST OF ALL THAT WHICH I ALSO RECEIVED, how that Christ died for our sins according to the scriptures

1 Corinthians 15:3

7. Prayer in a minister's life must come *BEFORE* any other activity.

I exhort therefore, that, first of all, supplications, prayers, intercessions, and giving of thanks, be made for all men

1 Timothy 2:1

8. The testing of a person's character must happen *BEFORE* he is appointed into any office.

And let these also FIRST BE PROVED; then let them use the office of a deacon, being *found* blameless.

1 Timothy 3:10

9. The character of a person must be shown at home *BEFORE* the person can be acceptable.

But if any widow have children or nephews, let them learn FIRST TO SHEW PIETY AT HOME, and to requite their parents: for that is good and acceptable before God.

1 Timothy 5:4

10. The pastor who ministers must benefit *BEFORE* others benefit from the existence of the church.

The husbandman that laboureth must be first partaker of the fruits.

2 Timothy 2:6

Chapter 50
Live by the Logical Laws of Teamwork

After these things the Lord appointed other seventy also, and sent them two and two before his face into every city and place, whither he himself would come.

Luke 10:1

Jesus Christ worked with a large team of workers. He had thirty-five advanced teams whose job it was to prepare the ground for His arrival. The advanced teams would make things easier and faster when Jesus himself arrived on the scene. If our Lord Jesus worked with large teams then we must learn how to work in teams too.

Fourteen Laws of Teamwork

1. Everybody in the ministry team should know what you are trying to do.

When people understand what you are trying to do, it helps them to flow in the vision.

2. Everyone in the ministry team must know what he is eXpected to do.

This allows you to know who to blame when things go wrong and who to praise when things work out.

3. Everyone in the ministry team must know what every other member of the ministry team is supposed to be doing.

That is why you must have meetings with individuals and then meet them in a group so that others would know what is going on.

4. Everyone must have a complete section in which he has full control.

Delegate people to do things. Give them control over the section you have delegated to them.

5. Give a lot of praise and recognition to your ministry team members in public.

If you want somebody to repeat something good, praise him for that thing.

6. Give criticism and rebuke to your people in private.

If you want to correct somebody, do not do so in front of their subordinates. It will weaken their position of authority in the sight of their subordinates.

7. As a ministry team leader, your criticism must be constructive.

8. As a ministry team leader, accept responsibility for everything and anything that goes wrong.

Take the blame and share the glory.

9. Do not complain about or condemn your team members.

10. Decide always to give advice on how to do things better.

11. Treat everybody as very important.

When you see someone who doesn't look important, be nice to them. They may not look important but treat them as important.

12. Reposition and relocate people until they are in the place they function best.

13. Give people jobs according to their personalities.

Some people are light-hearted and merry, others are moody and strict. There is a job that suits everyone.

14. Forgive and overlook the mistakes of team members.

Chapter 51
Get Angry Sometimes

And Jesus went into the temple of God, and cast out all them that sold and bought in the temple, and overthrew the tables of the moneychangers, and the seats of them that sold doves, And said unto them, It is written, My house shall be called the house of prayer; but ye have made it a den of thieves.

Matthew 21:12,13

If you are a leader, you will become happy with the things that make God happy. You will also become angry with the things that make God angry. You see, Jesus got angry when he saw the evil that was being perpetrated by backslidden worshippers. They had converted the church into a business centre.

Most people are only capable of natural fleshly anger. But the Bible speaks of anger that is different. That is what I call holy anger.In this Scripture, Christians are actually instructed to get angry sometimes. The important thing is not to sin whilst you are angry. Holy anger is the anger that rises within you against the devil, sin and wickedness in the world. Holy anger is the anger that rises against injustice and oppression.

When holy anger comes upon you, you are expected to take certain decisions. Just as Jesus threw out the moneychangers from the temple, there is a time to throw certain people out of your organizations. Many businesses and companies fail because they fail to act appropriately in righteous anger. Leaders must know how to operate in righteous biblical anger.

The Laws of Anger

1. A leader is supposed to get angry at evil.

And delivered just Lot, vexed with the filthy conversation of the wicked

2 Peter 2:7

2. A leader's anger must not lead him to sin.

Be ye angry, and sin not…

Ephesians 4:26

3. A leader's anger must not be combined with unforgiveness. A leader whose filled with anger and unforgiveness is a dangerous person and all his decisions will be wrong.

And when ye stand praying, forgive, if ye have ought against any: that your Father also which is in heaven may forgive you your trespasses.

Mark 11:25

4. A leader's anger must be short-lived. A Christian's anger must go away by 5.30 in the evening, A continuously angry man can never be a good leader. All his decisions will be wrong.

… let not the sun go down upon your wrath:

Ephesians 4:26

5. A leader's anger must not develop into bitterness. When a leader's anger evolves into bitterness, his entire leadership is coloured by this evil spirit.

Looking diligently lest any man fail of the grace of God; lest any root of bitterness springing up trouble *you,* and thereby many be defiled;

Hebrews 12:15

Chapter 52
Control the People You Lead by the Power of Teaching

Do you consider yourself to be a leader? I advise you to study the art of communicating, teaching and preaching. Even a businessman needs to make his subordinates understand what he is trying to achieve. You see, people relate with you on the basis of your words.

Solomon was a king but he taught the people. He knew that his control over the people would be through his teaching.

> **And moreover, because the preacher [King Solomon] was wise, he still taught the people knowledge; yea, he gave good heed, and sought out, and set in order many proverbs.**
>
> **Ecclesiastes 12:9**

Teaching is the art of shaping people into what you want. People are not easy to lead. Everyone comes around with his own opinion and his own set of ideas. Teaching moulds the people into what you want. Through the power of teaching, you can get people to do almost anything. *Without the power of teaching, you would hardly be able to lead anyone anywhere.*

> **A bishop then must be… apt to teach;**
>
> **1 Timothy 3:2**

The authority to lead people is found in your ability to teach them. A leader must be able to impart information in a simple and easy to understand style. Even if your office is not that of a teacher, you must learn how to teach.

How I Led My People into the Miracle Ministry

When I began operating in the miracle ministry, I realized that many of the pastors were not flowing with me. It was something new. Without even knowing what I was doing, I launched into a series of teachings on the power of the Holy Spirit. I taught about the anointing! I taught about healing! I taught about why miracles were necessary! These teachings helped tremendously. Today, the whole church is ever ready for a miracle session.

If you want to lead people along a certain road, you often have to teach them first. King Solomon was wise, that is why he taught his people knowledge. Are you a wise leader? Then teach your people knowledge!

Chapter 53
Be a Great Leader, Go the Extra Mile

And whosever shall compel thee to go a mile, go with him twain.

Matthew 5:41

Every true leader goes the extra mile for his followers. This may mean a little more sacrifice and a little more time. One extra mile for somebody you love is never too much. It is not uncommon to find the leader of a company in his office well after his closing hours. He is going the extra mile.

When I became a pastor, I often went the extra mile without being asked to. The extra mile is the mile you are not supposed to go. The extra mile is the mile you are not really required to do. That is why it is called the extra mile!

My car was used as the church bus. My stereo sound system was used as the church equipment. My private room was used as the church office. These were not things that I was required to do, but I did them gladly because that is what a natural leader does. Without even being asked, you will do extra things.

For your church or business to work, somebody has to put in the extra effort. Do you consider yourself a leader? Are you going the same number of miles that everybody else does? Remember that a true leader is often doing extra miles.

Chapter 54
What Have You Survived?

All leaders can be sure of having some level of disloyalty within the ranks of their followers. Jesus' ministry survived the betrayal by Judas. Betrayal is part of life. No matter who you are or what type of leadership you have, you will experience betrayal. But you must be a survivor!

> **The Lord is my shepherd; I shall not want. He maketh me to lie down in green pastures: he leadeth me beside the still waters. He restoreth my soul: he leadeth me in the paths of righteousness for his name's sake. Yea, though I walk through the valley of the shadow of death, I will fear no evil: for thou art with me; thy rod and thy staff they comfort me.**
>
> **Thou preparest a table before me in the presence of mine enemies: thou anointest my head with oil; my cup runneth over. Surely goodness and mercy shall follow me all the days of my life: and I will dwell in the house of the Lord for ever.**
>
> **Psalm 23:1-6**

King David spoke of surviving the valley of the shadow of death. Survival is a central theme of the ministry. All true ministers must have a survival mentality. God did not promise us an easy road when we chose to serve Him. God expects us to survive after the attacks are over.

> **…and having done all, to stand.**
>
> **Ephesians 6:13**

If you cannot survive you cannot be a leader because leadership involves surviving.

Ten Things Every Survivor Must Do

1. A survivor must continue to exist or function in spite of adverse conditions.

We are in a battle with a real enemy. The conditions are not good. Satan is the god of this world and in a sense we are on his turf.

2. Every survivor must come through and pull through.

After I had preached in one church, the pastor told me, "It seems you have been through hell." Certainly, I have been through a lot, but I am still around.

3. Every survivor must carry on and carry through.

4. Every survivor must continue.

> Then said Jesus to those Jews which believed on him, If ye continue in my word, then are ye my disciples indeed;
>
> John 8:31

5. Every survivor must remain alive after the challenges of life.

6. Every survivor must last.

Paul was a leader who lasted.

7. Every survivor must outlive the storms.

When the storm is over you must still be around.

8. Every survivor must recover and revive.

9. Every survivor must live to fight again.

10. Every survivor must continue to live or exist in spite of danger.

Fifteen Things Paul Survived

1. Paul survived frequent imprisonments.
2. Paul survived five beatings from the Jews.
3. Paul survived three beatings with rods.
4. Paul survived stoning.
5. Paul survived three shipwrecks.
6. Paul survived forty-eight hours in the deep sea.
7. Paul survived several journeys.
8. Paul survived dangers from robbers.
9. Paul survived dangers in the city.
10. Paul survived dangers from his own countrymen.
11. Paul survived dangers in the wilderness.
12. Paul survived dangers from disloyal people.
13. Paul survived extreme exhaustion.
14. Paul survived a lot of pain.
15. Paul survived the cold and nakedness.

Are they ministers of Christ? (I speak as a fool) I am more; in labours more abundant, in stripes above measure, in prisons more frequent, in deaths oft. Of the Jews five times received I forty stripes save one.

Thrice was I beaten with rods, once was I stoned, thrice I suffered shipwreck, a night and a day I have been in the deep; In journeyings often, in perils of waters, in perils of robbers, in perils by mine own countrymen, in perils by the heathen, in perils in the city, in perils in the wilderness, in perils in the sea, in perils among false brethren; In weariness and painfulness, in watchings often, in hunger and thirst, in fastings often, in cold and nakedness.

2 Corinthians 11:23-27

Six Things Every Leader Must Survive

1. Survive persecution.

I have been strongly persecuted for my beliefs. I have been persecuted for starting a church. I have been ridiculed for starting a ministerial association. In 1988 and 1989, two different people called me "Jim Jones"! One of them was my classmate, a fellow medical student. The other person who called me "Jim Jones" was a professor in the medical school and a family friend. By the grace of God I have survived these persecutions.

I needed a church hall for my wedding, but this professor told my parents that he would only help if I promised to close down my church. He was so convinced that I was another "Jim Jones". Who was Jim Jones? He was a cult leader who led thousands of people to their deaths. I was portrayed as a cult leader and a lunatic. Those were difficult moments, but I came through. I have survived these hateful persecutions and I am still around by the grace of God.

Don't be discouraged because of your persecutions. A leader is supposed to be a survivor.

2. Survive rejection.

I have survived rejection as a minister of the gospel. When I was getting married, there was no external minister I could trust to officiate my wedding. My associate pastor had to officiate my wedding. I invited all the pastors in the city but no one turned up. These ministers were not interested in my wedding. When it was time to take pictures with all pastors, none were present. The MC called for all pastors but no one came forward. I was completely rejected. But I have survived and many of the people who rejected me then, show respect to me today. Do not allow rejection to kill your vision for leadership. Leadership includes surviving everything that is thrown at you.

3. Survive bad stories.

A leader is someone who survives bad stories. When Jesus rose from the dead some people spread a rumour about his disciples. They claimed that the disciples were grave looters who had stolen the body of Jesus. In other words, their claim was that he did not really rise from the dead. But the gospel has survived this story.

> **And when they were assembled with the elders, and had taken counsel, they gave large money unto the soldiers, Saying, Say ye, His disciples came by night, and stole him away while we slept. And if this come to the governor's ears, we will persuade him, and secure you. So they took the money, and did as they were taught: and this saying is commonly reported among the Jews until this day.**
>
> **Matthew 28:12-15**

Before Peter could begin his ministry, many people saw him as a liar and a thief. Others saw him as the greatest deceiver to live in Jerusalem for centuries. Yet, he was a genuine minister of the gospel, proclaiming only what he had seen and heard.

This is the lot of all true leaders or ministers of the gospel. You will have to survive the unbelievable stories that go on around you. I have heard people say amazing things about me. Once, somebody said we were printing money in our church. Someone even accused us of dealing in drugs. How do we explain all these stories?

Government officials sometimes describe church leaders as charlatans who rip and rape the people. This is the impression that many people have of us. What can we do about it? We can only

survive! To survive means to outlive and outlast every storm. A leader is a survivor. To survive, you need determination and a whole lot of faith. You need to believe in yourself and you need to believe that what you are doing is the right thing. You need to believe that God will help you.

4. Survive every crisis.

A leader survives every crisis. You've got to hold on in the midst of your crisis. I know we all want peace and perfect harmony. That is the way it should be, but life has its twists and turns. You have to survive. You need self-confidence and self-determination. You can do it! If you believe, you can conquer it all! A leader needs friends and family in times of crisis. I have found that God is your best friend in such times.

Jesus was a survivor. He met with stiff rejection and hatred. People wanted him killed from day one, but he survived. When Jesus announced that he was anointed and had a healing ministry, many people rejected him outright.

> **And there was delivered unto him the book of the prophet Esaias. And when he had opened the book, he found the place where it was written, The Spirit of the Lord is upon me, because he hath anointed me to preach the gospel to the poor; he hath sent me to heal the brokenhearted, to preach deliverance to the captives, and recovering of sight to the blind, to set at liberty them that are bruised, To preach the acceptable year of the Lord. And all they in the synagogue, when they heard these things, were filled with wrath, And rose up, and thrust him out of the city, and led him unto the brow of the hill whereon their city was built, that they might cast him down headlong. But he passing through the midst of them went his way,**
>
> **Luke 4:17-19,28-30**

Jesus survived! I see you surviving! Your children will survive! Your family will survive! Jesus survived and so will you! A leader cannot please everyone; he has to do what God has told him to do!

5. Survive envy, jealousy, disloyalty and betrayal.

> **(Now the man Moses was very meek, above all the men which were upon the face of the earth).**
>
> **Numbers 12:3**

As you go higher in ministry, you will attract lots of envy and jealousy. Most of that will come from your own brothers and sisters.

> **Now Israel loved Joseph more than all his children, because he was the son of his old age: and he made him a coat of many colours. And when his brethren saw that their father loved him more than all his brethren, they hated him, and could not speak peaceably unto him.**
>
> **Genesis 37:3,4**

Joseph obtained favour and was given a coat of many colours. Soon he attracted the hatred of his own brothers. A leader must survive the envy and jealousies of his brothers.

The people who have said some of the nastiest things about me are ministers of the gospel in my own city. Things have a way of getting round to you. One minister told me, "If you knew what

one pastor said about you, you would never ever go to his church again."

A leader thrives in the midst of petty jealousies and hatred. Joseph survived the test of slavery. He survived going to prison. He survived the lies and bad stories of Potiphar's wife. A leader is a survivor! Joseph's ability to lead Egypt in a time of crisis was partly because of his ability to survive the envy and jealousy of everyone around him.

Sometimes people want you to apologize for being blessed. How can I apologize for the blessing of God upon my life? Many of the things I have today, I did not even ask for. They just came my way. Are you a leader? Do not be intimidated by the hatred of those around you. David's first problem began when he killed Goliath. The Bible says that Saul eyed David after that victory.

> **And the women answered one another as they played, and said, Saul hath slain his thousands, and David his ten thousands. And Saul was very wroth, and the saying displeased him; and he said, They have ascribed unto David ten thousands, and to me they have ascribed but thousands: and what can he have more but the kingdom? And Saul eyed David from that day and forward.**
>
> **1 Samuel 18:7-9**

Are you a leader? Get ready for envy, jealousy and betrayal as you rise to prominence. To survive all these, you need determination and a great deal of faith.

Jesus' ministry survived the betrayal by Judas. Betrayal is part of life. No matter who you are or what type of leadership you have, you will experience betrayal. If Judas is anything to go by, then one out of twelve people may be disloyal.

I recently heard of a church that voted for a new pastor. This new pastor received ninety-one percent of the votes. What did that mean? It meant that nine percent of the people did not really want the new pastor. This poor pastor will not even know who voted against him. However, he can be sure that the disapproving group will be within the congregation.

All leaders can be sure of having some level of disloyalty within the ranks of their followers. Keep disloyalty to a minimum and survive the rebellion that comes against your leadership. Do not cry about it. Do not moan about it. That is leadership. Jesus was betrayed. And Paul was betrayed. How can it be that you will not experience the same?

I have had friends who were very close to me, turn around against me. People I ate with, slept with and played with turned against me in bitter hatred.

> **Yea, mine own familiar friend, in whom I trusted, which did eat of my bread, hath lifted up his heel against me.**
>
> **Psalm 41:9**

At one point, I thought I would not survive the betrayal. The betrayal of one friend cut me like a knife through the heart. I became ill for two weeks as I endured the lies and slander of an old friend. But I survived! A leader is a survivor! A leader is not someone who has had things rosy. Be determined, dear friend, to be a survivor. You will live through whatever storm you are experiencing!

6. Survive pressure.

Real leaders often come under extreme and varied pressures because they are out there in the

front. They are the ones who receive all the blows. The pressure is always on them. If you cannot stand pressure then you cannot be a leader.

Develop a hard forehead. Do not go mad. Do not go crazy. Some people break down under pressure. God told Ezekiel not to be afraid of the people's faces. Be harder than everything that comes against you.

Confess boldly, "I can do all things through Christ who strengthens me." Say aloud, "I am able, more than able to prevail and to win this battle. Though a thousand fall at my side and ten thousand at my left hand, I shall survive. I am a survivor in the name of Jesus. God will strengthen and keep me in all my ways!"

Chapter 55
Acknowledge the Gifts of Others

But contrariwise, when they saw that the gospel of the uncircumcision was committed unto me, as the gospel of the circumcision was unto Peter...

Galatians 2:7

Peter acknowledged that the ministry to the Gentiles was clearly in the hands of the apostle Paul.

Can you acknowledge that God has given something to someone else? If you can, then you are a leader. A leader is someone who is able to acknowledge the special grace on another person's life. My library is made up of books of other ministers. I have the books of every pastor in my city. I acknowledge that God is using other people apart from me. I want to learn what they know. I privately and publicly acknowledge that they are doing great things for the Lord.

Instead of acknowledging the gifts in others, pastors often find themselves criticizing and maligning one another.

Years ago, I realized that there were many people I could not reach. Many people cannot relate to the way I preach. That is why God has raised up other ministers. There are also many people who could not relate to the way others preach. That is why they joined my church. I am often amused as I observe how reluctantly some ministers acknowledge my gift. They fear to acknowledge the gifts of others.

Peter acknowledged Paul's ministry to the Gentiles. Paul also acknowledged Peter's ministry to the Jews. You must recognize what God recognizes and honour what God honours. That is true leadership!

Chapter 56
Be Creative

In the beginning God created the heaven and the earth.

Genesis 1:1

The universe is ruled by a creative God. This world is ruled by creative people. To be able to think of something new and greater and to achieve it is creativity. An ordinary person wants to do what everyone else is doing. A leader is someone who is prepared to be creative and to chart new territories.

There are two groups of people in this world. One group have created new things. The other group have created nothing. *Creative people dominate non-creative people.* You don't have to look far to see this truth.

The creative rule the non-creative. Be creative in your business. Be creative in your work. Be creative as a minister of the gospel. The fact that something has not been done before does not mean that it's wrong. You will dominate in your sphere of life.

The ministry I oversee is made up of mainly lay people. I myself, started out in ministry as a layperson. When I did, people preached about me in their pulpits saying I was not concentrating on my studies. They had never seen the lay ministry in operation. They could only criticize. Today, this creative lay ministry has led to much growth in my ministry. Decide to be a creative leader!

Seven Steps to Becoming a Creative Leader

1. Ask the Holy Spirit to teach you what to do.

Realize that you may be in a non-creative environment. You may have to fight a spirit of non-creativity all your life.

2. Admire nature.

Be interested in animals, nature and the human body. As you become interested in things God has created, the spirit of creativity will be stirred up in you. Non-creative people are usually uninterested in nature.

3. Overcome the natural resistance to change.

Most people do not like change. Be honest, and deal with every streak of non-creativity and the "anti-change" spirit in your life.

4. Be interested in the amazing creations of ordinary men.

Be interested in medicine, surgery, cars, planes, computers, etc. Non-creative people are usually not interested in such things.

5. Be open to new and unusual ways of doing things.

Do not have a blackout attitude towards every new suggestion. I have often been laughed at when I have made new suggestions. In the end, it is these same suggestions that have been a

blessing to many people.

Creative people are often laughed at because of their ideas.

6. Be ready to embark on adventure.

Adventure is the sister of creativity.

7. Try introducing variations to already eXisting models.

Variation is the brother of creativity.

A creative leader is someone who is able to come up with new ideas. New ideas often contain the solutions we need. Are you someone with new ideas?

Chapter 57
Respect Principles and You Will Build a Great Organization

Three Definitions of a Principle

1. A principle is a fundamental rule, which becomes the basis of an action.

2. A principle is the fundamental truth, which is the basis of our reasoning.

3. A principle is a general law, which is the foundation for a decision.

Seven Types of Organizations That Do Not Last

Organizations are destroyed by *leaders who do not base their decisions and reasoning on principles. To build a lasting organization, church or nation, you must base your reasoning, actions and decisions on principles.*

Principles outlive favouritism, partisanship and political expediency. If you break principles, the principles will break you.

1. An organization that is governed by political expediency rather than principles is doomed.

"It is not politically expedient!" is what many political leaders say. These leaders take bad decisions that destroy entire nations. When decisions in a country are taken to gain political favour rather than to get the right thing done, the country is often doomed.

2. An organization that is run mainly by giving favours to relatives rather than principles will be destroyed.

When a leader decides to place members of his family in certain positions they do not qualify for, he has set aside principles and is governing his organization by emotions. The Bible teaches that partiality and hypocrisy are not wisdom.

> **But the wisdom that is from above is… without partiality, and without hypocrisy.**
> **James 3:17**

Your nation, business or church will break up when you deal with people based on family relationships rather than on important principles.

3. An organization ruled by a leader who takes decisions to gain personal financial advantage will eventually collapse.

I know of a project that should have cost an organization only forty million dollars. However, it ended up costing fifty million dollars. Why? Because somebody was bribed to agree to a higher figure. Such an organization will only end up becoming highly indebted and poor. It is not governed by principles but by leaders who seek to line their pockets.

If I sought to make myself rich rather than to build the church, I would see the church collapse.

4. When a nation is governed by greed rather than by principles, it will end up in deep poverty.

This is the story of some nations. It is the story of greedy leaders who have drunk the blood of the nations they have governed. Instead of principled leadership, we have had greedy vampires and vultures who sucked up every drop of blood. Despotic leaders have left their countries desolate while they have amassed millions of dollars that they can never spend in their lifetime.

5. A nation governed by selfishness rather than by rules and principles is doomed.

Selfish African leaders send their children to schools in Europe and America whilst the educational system of their own country crumbles. These selfish government ministers do not care two hoots if ten million children are not educated.

The hospitals of developing nations decay, whilst government officials seek medical help for themselves and their favourites in London's Cromwell Hospital. Selfishness is not a basis for good leadership.

Democracy is a political system or government based on giving power to the people through elections. The very nature of this system corrupts leaders. Selfishness drives them to remain in power indefinitely. So-called democratic leaders try to please the masses with sweet words. This is why many democratically elected leaders are liars and hypocrites. Many promises are never fulfilled.

6. An organization ruled by favouritism and partiality rather than by principles is doomed.

When a leader favours one or two people he likes because they are friends or schoolmates, he rules his organization by favouritism rather than by principle. People must be promoted on merit and not on the basis of favouritism. When everything depends on who you know and whose friend you are, the organization deteriorates.

7. An organization ruled by ethnicity rather than by principles is destined for division and war.

A leader whose mind works along ethnic lines rather than in accordance with principles is destroying his organization. Those who are not of his ethnic origin will gradually hate him. This is the basis of many of the civil wars in Africa and Europe. Many leaders reason along ethnic lines rather than along the lines of principle.

Many countries have degenerated into war zones because of this kind of leadership.

The Second World War developed as Hitler tried to eliminate Jews and other groups he considered undesirable.

The Balkans conflict grew as Muslims, Croats and Serbs tried to get rid of each other.

The Tutsis and Hutus of Rwanda are another sombre reminder of how leadership based on ethnicity can destroy an entire region.

Three Principles You Need to Build Your Organization

1. Everybody must have an equal opportunity to make the best of his life in your

organization.

2. Everyone must be promoted and rewarded based on merit rather than on anything else.

3. The achievement of results, hard work, loyalty, productivity and a good attitude must always be rewarded.

Chapter 58

Don't Think of How Much Money You Can Get from the People You Lead. Think of How Much You Can Help Them

But when he saw the multitudes, he was moved with compassion on them, because they fainted, and were scattered abroad, as sheep having no shepherd.

Matthew 9:36

Jesus had a reason for praying. He had reasons for doing the things he did. He wanted to help people. He was moved with compassion. This means that Jesus felt pity, mercy, kindness and tenderness towards the people. Obviously, Jesus was not thinking about getting any money from them. He was thinking about helping them.

Are you a leader? What thoughts go through your mind? Are they thoughts of how much money you can get from the people you lead? Are they thoughts of how much you will be paid for each move you make? Is your mind filled with thoughts of personal gain and personal profit? If that is the case, then you are not the Jesus type of leader! Your motives are very important.

The Apostle Paul described how he was burdened for his people, the Israelites. If you are leading people for any other reason other than a desire to help them, I'm afraid you are in the wrong job. You must be concerned about other people and their problems even if you do not have those problems.

I say the truth in Christ, I lie not, my conscience also bearing me witness in the Holy Ghost, That I have great heaviness and continual sorrow in my heart. For I could wish that myself were accursed from Christ for my brethren, my kinsmen according to the flesh:

Romans 9:1-3

Since God looks on the heart, your motives are very important. God has made it clear that ministers should not be in the ministry for the money.

Feed the flock of God which is among you, taking the oversight thereof, not by constraint, but willingly; not for filthy lucre, but of a ready mind;

1 Peter 5:2

This is why I encourage the lay ministry so much. The lay ministry serves as a filter. If you are in the ministry for financial reasons, you will not be happy to be a lay minister. Faithful lay people who desire to serve God at the highest level should be the ones to come into full-time ministry.

Chapter 59
Grow in Your Influence

…behold, the world is gone after him.

John 12:19

Jesus had influence over a large number of people. A leader increases his scope of influence as he grows in the art of leadership. The Bible tells us that the whole world went after Jesus. The Pharisees were very disturbed over this. The devil will be afraid of the influence of a true leader. This is why governments become afraid of pastors who are true leaders. They know that a true leader influences a large number of people.

The key to growing in your influence is to grow in your influence over smaller sub-groups of people. The cumulative effect of your influence and control over these sub-groups will give you a larger sphere of influence.

When a person is a leader at heart, people who are even senior to the leader will follow him. The Apostle Paul taught Timothy to establish his influence over sub-groups in his church. In our church we call these Timothy Groups.

Eight Groups of People You Must Influence

1. Older men

> Rebuke not an elder, but intreat him as a father; and the younger men as brethren;
>
> 1 Timothy 5:1

2. Younger men

> Rebuke not an elder, but intreat him as a father; and the younger men as brethren;
>
> 1 Timothy 5:1

3. Older women

> The elder women as mothers; the younger as sisters, with all purity.
>
> 1 Timothy 5:2

4. Younger women

> The elder women as mothers; the younger as sisters, with all purity.
>
> 1 Timothy 5:2

5. Servants

> Let as many servants as are under the yoke count their own masters worthy of all honour, that the name of God and his doctrine be not blasphemed.
>
> 1 Timothy 6:1

6. Poor people

> Honour widows that are widows indeed.

1 Timothy 5:3

7. Rich people

> Charge them that are rich in this world, that they be not highminded, nor trust in uncertain riches, but in the living God, who giveth us richly all things to enjoy;
>
> 1 Timothy 6:17

8. Leaders

> Let the elders that rule well be counted worthy of double honour, especially they who labour in the word and doctrine.
>
> 1 Timothy 5:17

Timothy grew in his ministry until all sorts of people were part of his church. Apostle Paul had to show him how to handle all the different types of people who were responding to his gift of leadership.

> Rebuke not an elder, but intreat him as a father; and the younger men as brethren; The elder women as mothers; the younger as sisters, with all purity.
>
> 1 Timothy 5:1,2

I see you developing in the art of leadership until all sorts of people respond to your influence.

Keys to Influencing Different Groups of People

1. Show respect to those that particularly deserve it.

Elderly people for instance, deserve more respect due to their age and experience. Do not expect the same output of energy that you would receive from younger ones. Regard the honourable citizens that God brings into your midst. The fact that Nicodemus and Joseph of Arimathea were mentioned in the Bible tells us that their support for Jesus was unusual and therefore given special recognition. This does not mean you must be prejudiced and biased towards the rich and powerful. What it means is that you must give honour to whom honour is due.

> Render therefore to all their dues: tribute to whom tribute is due; custom to whom custom; fear to whom fear; honour to whom honour.
>
> Romans 13:7

2. Study the peculiarities of different groups.

There are vast differences between men and women. These must be appreciated by anyone who wants to minister to them. There are also vast differences between older and younger women. The vision of younger women is marriage, husbands and children. The disillusionment of older women is often marriage, husbands and sometimes children. I have found that older women have fewer delusions about what marriage and husbands can offer. They are more inclined to the service of God than younger women. That is why the Bible says that older women should teach younger women.

3. Respect the differences that exist between different groups of people.

Do not despise the peculiarities or weaknesses of each group. Very generally speaking, women are more interested in things like chatting, shopping and clothes whilst men are more interested in their jobs, money, cars, sex, etc. You cannot have a successful women's ministry if you despise women's God-given traits. You must respect them and celebrate womanhood.

4. Develop teachings that are specific to each group.

Bishop T.D. Jakes is an example of a minister who shows a lot of understanding for women's needs. That is why he is a successful women's minister. He has developed teachings and written books specifically for women.

5. Develop a strong influence over leaders.

Every pastor must develop a strong teaching ministry towards leaders. There are pastors who do not know what to tell their leaders. I enjoy teaching my leaders. The more I teach leaders, the more influence I have because each leader has a sphere of authority.

Chapter 60
Develop Personal Proverbs and Dark Sayings

And moreover, because the preacher was wise, he still taught the people knowledge; yea, he gave good heed, and sought out, and set in order many proverbs.

Ecclesiastes 12:9

This preacher was someone who developed many proverbs. What is a proverb? It is a wise saying with a deep meaning. I once heard an old man say, "It is not money you need to build a house; it is wisdom." This was a wise saying from a man who had led the way to build many houses.

As you become a successful leader, you will develop wisdom through experience. This wisdom will be transmitted through your proverbs.

A wise man will hear, and will increase learning; and a man of understanding shall attain unto wise counsels: To understand a proverb, and the interpretation; the words of the wise, and their dark sayings.

Proverbs 1:5, 6

Ten Dark Sayings

Every dark saying takes time to understand. Dark sayings are given by fathers, experienced people and wise men. Hidden within them are depths of wisdom and rivers of counsel. A dark saying is a saying that is not immediately understood. Some of the statements are even shocking. That is why they are called dark sayings. Perhaps you will meditate on some of them yourself and discover what they mean. Here are some dark sayings I have once heard.

1. The old man at the bottom of the irokko tree can see further than the young man who has climbed to the top of the irokko tree!

2. A visitor has eyes but cannot see!

3. When you see a goat in the sun, it is sweating but you cannot see that it is sweating.

4. When an experienced person is speaking, he often sounds like a mad man!

5. You do not need money to build a house. You need wisdom to build a house!

6. A frog does not jump around on the lawn in the afternoon without a good reason!

7. It is only when you are by the riverside that you can hear the crabs coughing!

8. Any business that a Lebanese man does is a good business!

9. When a crocodile comes from under the water and tells you that there is a snake below, you must believe him.

10. An old man advised his son as he planned for marriage and said, "The only advice I can give you is: do not marry a virgin!" Ooh!

Chapter 61
Negotiate with Authorities on Behalf of Your Followers

This is a vital part of leadership. You will always have to deal with authorities. Learn to be someone who solves problems. Pray for wisdom to deal with unreasonable and difficult authorities. God will give you wisdom every time.

If any of you lack wisdom, let him ask of God…

James 1:5

Getting approval from various authorities is one of the tasks of a good leader. When I was a student, I had to get permission from principals of schools in order to use their classrooms for meetings I wanted to hold. Getting permission for what you want to do is not always as simple as it may sound. You may need to deal with city planners, the police and local authorities.

A good leader is able to make higher authorities trust you enough to grant you what you need to accomplish your vision.

Five Ways to Deal with Authorities

1. Recognize that you have to deal with authorities.

There is no way you are going to do anything in this secular world without dealing with the authorities that be. You have to recognize this fact and prepare yourself to deal with them. You cannot avoid them or go around them.

Then the king said unto me, For what dost thou make request? So I prayed to the God of heaven. Moreover I said unto the king, If it please the king, let letters be given me to the governors beyond the river…

Nehemiah 2:4,7

Notice how Nehemiah was able to acquire permission from the king to do what he wanted. Some people are not able to get approval or permission for anything. A good leader must be successful in this area of leadership; otherwise, you will build nothing for God.

2. Decide to comply with existing laws and regulations.

The Bible says that these authorities are there for our good.

Obey the government, for God is the one who put it there. All governments have been placed in power by God.

Romans 13:1 (New Living Translation)

3. Use the appropriate people to help you to deal with these authorities.

For instance, if you are dealing with legal issues involving the government, you will have to employ good lawyers or people with legal minds.

4. Develop and maintain personal and cordial relationships with every relevant authority.

Remember them at Christmas and other important occasions.

5. Deal with them spiritually.

It is important to deal with authorities by praying for them. Over the years, I have learnt to deal with authorities by praying for them. There is a direct promise in the Word for those who pray for authorities. The promise is that you will be able to live in godliness, honesty and contentment.

> **I exhort therefore, that, first of all, supplications, prayers, intercessions, and giving of thanks, be made for all men; For kings, and for all that are in authority; that we may lead a quiet and peaceable life in all godliness and honesty.**
>
> **1 Timothy 2:1,2**

Chapter 62
Convince People to Make Great Sacrifices

If any man come to me, and hate not his father, and mother, and wife, and children, and brethren, and sisters, yea, and his own life also, he cannot be my disciple.

Luke 14:26

Under the leadership of Jesus, many people gave up their lives for a great cause. Many people lost their lives because they believed in Him. I know of many missionaries who died as they served the Lord on mission fields. A leader is someone who can convince people to make sacrifices towards a great cause.

I once told a young medical doctor to go and live in a remote town of Ghana and begin a church there. This medical doctor had the option of going to the USA to become a rich consultant. He made a great sacrifice and went to that town because I had asked him to. I believe that one day, when we get to Heaven, he will be very glad that he made that sacrifice!

I remember some time ago when our church was in a crisis and we needed a huge financial input. I had to speak to many individuals and ask them to sacrifice their building projects and large amounts of money for the gospel. They did it gladly. God has also blessed them with more than they can carry because of the sacrifices they made!

The Master Key to Leading People into Sacrifice

Are you the type of leader that people would make sacrifices for? Let me give you a key to becoming this type of leader. It is simple. You must be someone who has made great sacrifices yourself. People assess you as you speak! They are convinced when they realize that you practise what you preach.

> **Verily, verily, I say unto thee, When thou wast young, thou girdedst thyself, and walkedst whither thou wouldest: but when thou shalt be old, thou shalt stretch forth thy hands, and another shall gird thee, and carry thee whither thou wouldest not.**
>
> **This spake he, signifying by what death he should glorify God. And when he had spoken this, he saith unto him, Follow me.**
>
> **John 21:18,19**

Jesus told Peter very clearly that following him would lead to a horrific death on the cross. Peter was prepared to die because Jesus was leading him.

By 1840, twelve missionaries had been sent to the Gold Coast (Ghana) from the Basel Mission in Switzerland. Only two survived. The story is told of how a class of the Basel Mission were asked, "Who will volunteer to go to the Gold Coast?" No one responded. Another question was asked,

"Who is prepared to be sent to the Gold Coast?" Several people responded to that. These missionaries were prepared to die if someone would send them.

You see, people are prepared to make sacrifices if they are led into it. You need a strong leader to send people to a place that has swallowed up the lives of others. Thank God for strong

leadership. Be a leader who convinces people to make sacrifices for a good cause.

Chapter 63
Take Everyone to the Top with You

As God blesses your leadership, you will find yourself rising to the top. It is important not to go to the top alone. If you go up there alone you will become isolated. You will be the only one who has prospered and has tasted the fruits of success.

Three Reasons Why You Must Take Everyone to the Top with You

1. To avoid isolation.

When you are isolated, you are lonely and have no one to share your joys with. Joy shared is double joy and sorrow shared is half-sorrow. I am glad I have people to share my nice things with. I can speak freely about God's blessings on my life because I am not the only one who is blessed. The people around me can relate to those blessings because they experience them as well.

When I began playing golf, I tried to get all my full-time pastors to play as well. I'm glad that today I have people to play with and to have fun with. I would have been very lonely out there on my own!

2. To avoid becoming an easy target.

When you are isolated at the top you become an easy target. You are easy to spot because you are the only one who has certain benefits. When you are the only one with a nice car or house, you are easy to pick out. Many of my staff have just as nice a house or car as I have. I am not the only one in my church who travels around the world. Many of my pastors travel around the world whilst I stay home. They ring me from different parts of the world while I hold the fort in Africa.

3. To avoid being pulled down.

When you are the only one at the top you are surrounded by desperate people. Desperate people are dangerous and could harm you at any time. They will try to pull you down to their level of frustration. However, if you are all at the top, they can only pull you sideways and not downwards.

Six Attempts by Jesus to Take Everyone with Him to the Top

1. Jesus took His disciples to nice places like weddings.

He didn't just take them to the synagogues, prayer meetings in the garden of Gethsemane or Great Commission staff meetings.

> And both Jesus was called, and his disciples, to the marriage.
>
> John 2:2

2. Jesus always took His disciples to high society engagements.

> And both Jesus was called, and his disciples, to the marriage.
>
> John 2:2

3. Jesus always ate with His disciples.

He took his disciples along with him to dinners and luncheons held in his honour.

> And as they were eating, Jesus took bread, and blessed it, and brake it, and gave it to the disciples, and said, Take, eat; this is my body.
>
> Matthew 26:26

4. Jesus asked His Father if His staff could come to Heaven with Him.

> Father, I will that they also, whom thou hast given me, be with me where I am…
>
> John 17:24

5. Jesus invited all sorts of people to the famous banquet of Luke 14.

He tried to get cripples, beggars, prostitutes and anyone who was interested to come with Him to the banquet.

> Then said he unto him, A certain man made a great supper, and bade many:
>
> Luke 14:16

6. Jesus invited the thief on the cross to come to paradise with Him.

Truly, Jesus wanted to take everyone to the top with Him.

> And Jesus said unto him, Verily I say unto thee, to day shalt thou be with me in paradise.
>
> Luke 23:43

Chapter 64
Build Something if You Are a Leader!

Many people think that it takes wealth and riches to build a house. From experience, I know that it does not require money per se, but wisdom. People who are able to rally their resources together and use them wisely often become builders. Often such a person is a leader. Have you built a house? Have you built a church? What you build will testify of your leadership. Decide to build something for God in your lifetime.

What Building Reveals About You

1. Building reveals that you are a man of frugality.

2. Building reveals that you are a man of great wisdom.

This is what the Bible says. It takes all the wisdom a person can muster to build something. Building is always an indication of a wise person somewhere. Developed countries that have built up their cities and their nations demonstrate their wisdom by what they have built. Nations which cannot pull themselves together to build their roads, their hospitals and their nations demonstrate a gross lack of wisdom. A nation which needs others to step in to build its toilets reveal an unfortunate state of affairs. Nations which need others to come in to build their roads, bridges and dams and hand them over as gifts reveal a lack of wisdom.

> THROUGH WISDOM IS AN HOUSE BUILDED; and by understanding it is established: And by knowledge shall the chambers be filled with all precious and pleasant riches.
>
> Proverbs 24:3-4

This verse demonstrates that when you do not build you do not have wisdom.

> I made me great works; I builded me houses; I planted me vineyards: I made me gardens and orchards, and I planted trees in them of all kind of fruits: I made me pools of water, to water therewith the wood that bringeth forth trees:
>
> Ecclesiastes 2:4-6

3. Building reveals you have overcome the curse of Ham.

> And he said, Cursed *be* Canaan; A SERVANT OF SERVANTS SHALL HE BE unto his brethren.
>
> And he said, Blessed *be* the LORD God of Shem; and Canaan shall be his servant.
>
> Genesis 9:25-26

The curse of Ham was to make Ham and Canaan into a servant of servants. How many servants build houses? A servant is usually unable to build a house. Because the curse of Ham is operative on many people they are unable to build their schools and they are unable to build their houses. Rise up and build something great for the people who are looking up to you. Demonstrate to everyone that you have overcome this curse of being unable to build anything substantial in your lifetime.

4. Building reveals that you are prudent and pragmatic. It shows you are practical.

Then shall the kingdom of heaven be likened unto ten virgins, which took their lamps, and went forth to meet the bridegroom.

And FIVE OF THEM WERE WISE, and five were foolish.

Matthew 25:1-2

The ten virgins had been called for a wedding but five of then had what the Bible calls *phronimos*. *Phronimos* is the practical application of wisdom. Five of the virgins displayed practical wisdom by making arrangements for extra oil. They were planning for the future and taking practical steps even though they were virgins specially invited for this dinner. If you fail to take practical steps, your calling and election will be cut short. The call of God can be aborted because you failed to be practical!

Unrealistic theoreticians only propound theories about what must be done. But it takes a practical person who is wise and judicious in practical affairs to lead the way in building and developing. This is why people from the highest and best universities of the world are not necessarily great builders. It takes a person who understands practical realities to actually lay a foundation and build something useful.

5. Building reveals that you have an eye for the future.

A PRUDENT *MAN* FORESEETH THE EVIL, and hideth himself: but the simple pass on, and are punished.

Proverbs 22:3

Prudence speaks of a person who is careful in providing for the future. If you are led by someone who is not careful in providing for the future, you will be without a roof over your head.

The wife who depends on such a bad leader will be left homeless and at the mercy of charity. The church which depends on such a bad leader will be left without a church building and will be at the mercy of landlords. A nation which is led by men who have no eye for the future will be left without roads, hospitals and electricity. The lights will be turned on and off at random because the nation is led by people without eyes for the future.

Leadership qualities make a pastor acquire a church building for his church. Buying buses or instruments for your church is different from building a church facility. A wise manager would acquire properties for his company. I can assure you that it takes the strength of leadership to build a nation. Weak leaders cannot build anything! Decide today to be a builder. A husband who builds a house for his wife and children is a true leader.

The first president of Ghana, Kwame Nkrumah, is often hailed as a great leader. One of the things he did was to build many things for the nation. For instance, he built the Akosombo Dam, which has the largest man-made lake in the world. The things he built testify to the fact that Ghana once had a great leader. *Leadership is manifested by the presence of buildings.* A good leader leaves something behind.

Western countries have well-developed infrastructure that testify of the kind of leadership they have enjoyed. Underdeveloped countries that have been ruled by illiterate dictators and vampire-style despots, have very little infrastructure. Truly, buildings and development are a sign of good leadership. Solomon was a wise leader.

I made me great works; I builded me houses; I planted me vineyards: I made me gardens

and orchards, and I planted trees in them of all kind of fruits: I made me pools of water, to water therewith the wood that bringeth forth trees:

Ecclesiastes 2:4-6

Because I have been involved in building, I can understand why most people shy away from it. But I believe that God has called leaders to build. Nehemiah, one of the great leaders of the Bible, motivated the people of God to rise up and build. His famous sermon was simple – arise and build!

…The God of heaven, he will prosper us; therefore we his servants will arise and build…

Nehemiah 2:20

6. A man who builds a church is a good person, a good leader and a good pastor.

A bad leader will never build anything for you. The Jews said that the centurion was worthy. They said he was a good man. He deserved to have a miracle. Why? Because he had built a synagogue for the people. When you build a church you are a good person. A good leader builds churches, houses, schools, hospitals, roads and everything else that is needed for his followers. Read the bible for yourself!

And when they came to Jesus, they besought him instantly, saying, that HE WAS WORTHY for whom he should do this: For he loveth our nation, and he hath built us a synagogue.

Luke 7:4-5

7. Building reveals that you are humble.

A man who builds a church has the grace of God on his life.

EXCEPT THE LORD BUILD the house, they labour in vain that build it: except the Lord keep the city, the watchman waketh *but* in vain.

Psalm 127:1

The Scripture tells us that it is God's power that helps you to labour and build. Through the power of God, you will be able to build the things He has called you to build. Trust in God and walk by the Spirit. if you are led by the Spirit you will build many things for the Lord.

8. Building reveals that you are courageous and bold.

Consider now, for the Lord has chosen you to build a house for the sanctuary; be courageous and act."

1 Chronicles 28:10

Then David said to his son Solomon, "Be strong and courageous, and act; do not fear nor be dismayed, for the Lord God, my God, is with you. He will not fail you nor forsake you until all the work for the service of the house of the Lord is finished.

1 Chronicles 28:20, NASB

9. Building reveals strength.

And David said to Solomon his son, **Be strong** and of good courage, and **do it**: fear not, nor be dismayed:for the Lord God, even my God, will be with thee; he will not fail thee, nor forsake thee, until thou hast finished all the work for the service of the house of the Lord.

1 Chronicles 28:20

10. Building reveals youthfulness.

It means you are young enough and that you are going to live long enough. If you were old, God would not say:

> Furthermore David the king said unto all the congregation, Solomon my son, whom alone God hath chosen, is yet young and tender, and the work is great: for the palace is not for man, but for the Lord God.
>
> 1 Chronicles 29:1

Chapter 65
Be Constantly Aware of Your Vision and Purpose
How Jesus Reminded Himself of His Purpose

1. Jesus Christ stated His purpose to His parents.

> And he said unto them, how is it that ye sought me? Wist ye not that I must be about my Father's business?
>
> Luke 2:49

2. Jesus Christ stated His purpose to other religious people like Nicodemus.

> For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life.
> For God sent not his Son into the world to condemn the world; but that the world through him might be saved.
>
> John 3:16, 17

3. Jesus Christ stated His purpose to His disciples.

> From that time forth began Jesus to shew unto his disciples, how that he must go unto Jerusalem, and suffer many things of the elders and chief priests and scribes, and be killed, and be raised again the third day.
>
> Matthew 16:21

4. Jesus Christ stated His purpose to unbelievers like Zacchaeus.

> And Zacchaeus stood, and said unto the Lord; Behold, Lord, the half of my goods I give to the poor; and if I have taken any thing from any man by false accusation, I restore *him* fourfold.
>
> And Jesus said unto him, This day is salvation come to this house, forsomuch as he also is a son of Abraham.
>
> For the Son of man is come to seek and to save that which was lost.
>
> Luke 19:8-10

5. Jesus Christ stated His purpose to enemies like Pilate.

> Pilate therefore said unto him, Art thou a king then? Jesus answered, Thou sayest that I am a king. To this end was I born, and for this cause came I into the world, that I should bear witness unto the truth. Every one that is of the truth heareth my voice.
>
> John 18:37

Jesus knew why he was in this world. Even in times of great stress, he explained his life's purpose. A leader is someone who is constantly aware of his purpose. I am constantly aware of what God has called me to do. Everyday of my life is spent trying to fulfil the calling of God on my life. When you are aware of what you are supposed to do, you are guided aright into spending your time appropriately.

If you only remember that you are a pastor when you arrive in church, then you are probably not a real pastor. When I was a lay person working in the hospital, I was constantly aware of my

calling into the ministry. Even when Jesus was a child, He said, "I must be about my Father's business."

How Paul Reminded Himself of His Purpose

1. Paul reminded Timothy of his purpose in life.

> Howbeit for this cause I obtained mercy, that in me first Jesus Christ might shew forth all longsuffering, for a pattern to them which should hereafter believe on him to life everlasting.
>
> 1 Timothy 1:16

2. Paul reminded others of their purpose and ministry.

> For this cause left I thee in Crete, that thou shouldest set in order the things that are wanting, and ordain elders in every city, as I had appointed thee
>
> Titus 1:5

3. Paul reminded the Corinthians of his vision and purpose of being an apostle.

> Paul, called *to be* an apostle of Jesus Christ through the will of God, and Sosthenes *our* brother,
> Unto the church of God which is at Corinth, to them that are sanctified in Christ Jesus, called *to be* saints, with all that in every place call upon the name of Jesus Christ our Lord, both theirs and ours:
>
> 1 Corinthians 1:1-2

4. Paul reminded the Ephesians of his vision and purpose of being an apostle.

> Paul, an apostle of Jesus Christ by the will of God, to the saints which are at Ephesus, and to the faithful in Christ Jesus:
>
> Ephesians 1:1

5. Paul reminded the Colossians of his vision and purpose of being an apostle.

> Paul, an apostle of Jesus Christ by the will of God, and Timotheus *our* brother,
> To the saints and faithful brethren in Christ which are at Colosse: Grace *be* unto you, and peace, from God our Father and the Lord Jesus Christ.
>
> Colossians 1:1-2

Dear leader, what is your life's purpose? Are you a businessman trying to make money? Then why does your business run like a charity? Why do you not cut your expenses and begin to make profits? Are you a minister of the gospel? Then don't be taken up with the love of money. God did not call you to acquire great wealth. He called you to serve in the ministry. Do the ministry even if you have to live in poverty.

God gave me a dream. In the dream, I saw myself walking on a long road. Along this road were many heaps of gold. As I walked on the path, I would pass by these heaps of gold. The Lord specifically told me, "Do not stop at any of these heaps. There are many heaps of gold on this road. There will be no need for you to stop by any of them."

You see, God was showing me that I should stick with my vision. He was telling me not to

deviate into business or the search for money. Are you a leader? Then let your vision fill your heart and mind so that you will not deviate from your original calling. If you are a minister, remember that it is souls, souls and more souls. Not money, money and more money!

Chapter 66
Always Stay One Step Ahead

For ye shall not go out with haste, nor go by flight: for the LORD WILL GO BEFORE YOU; and the God of Israel *will be* your rereward.

Isaiah 52:12

Because God is leading us He always goes before us. A leader is someone who is ahead of his followers. That is what makes him a leader. You've got to be seen to be at least one step ahead of the people you are leading. Jesus was a good leader. He was definitely one step ahead when it came to prayer. He prayed more than his disciples did. He preached more than his disciples did. He sacrificed more than his disciples did.

A Christian leader has invisible areas in which he must stay ahead. It is his leadership in these invisible areas that make him a true leader.

Ten Areas for Every Christian Leader to Stay Ahead In

1. Stay ahead in prayer.
2. Stay ahead in Bible reading.
3. Stay ahead in reading Christian books.
4. Stay ahead in listening to tapes.
5. Stay ahead in sacrificing to God.
6. Stay ahead in the area of giving.
7. Stay ahead in waiting on God.
8. Stay ahead in holiness.
9. Stay ahead in the love of God.
10. Stay ahead in your relationship with God.

Are you a leader? If you are, then you must be at least one step ahead! You must not only be a step ahead in public, but you must be a step ahead in private. If you are prayerful in secret, your followers will recognize it and do likewise.

Some years ago, somebody gave me some advice on my way to church. He told me, "Listen to all that the priest says. Do what he says, but don't do what he himself does." A true leader must be able to say like Paul did, "Follow me as I follow Christ."

Be ye followers of me, even as I also am of Christ.

1 Corinthians 11:1

If you are not prepared to straighten out your life so that people can see the good thing and follow it, then you are not prepared to be a leader.

Chapter 67
Avoid Distraction

Then he said unto him, Come home with me, and eat bread.

And he said, I may not return with thee, nor go in with thee: neither will I eat bread nor drink water with thee in this place:

For it was said to me by the word of the Lord, Thou shalt eat no bread nor drink water there, nor turn again to go by the way that thou camest.

He said unto him, I am a prophet also as thou art; and an angel spake unto me by the word of the Lord, saying, Bring him back with thee into thine house, that he may eat bread and drink water. But he lied unto him.

So he went back with him, and did eat bread in his house, and drank water.

And it came to pass, as they sat at the table, that the word of the Lord came unto the prophet that brought him back:

And he cried unto the man of God that came from Judah, saying, Thus saith the Lord, Forasmuch as thou hast disobeyed the mouth of the Lord, and hast not kept the commandment which the Lord thy God commanded thee,

But camest back, and hast eaten bread and drunk water in the place, of the which the Lord did say to thee, Eat no bread, and drink no water; thy carcase shall not come unto the sepulchre of thy fathers.

And it came to pass, after he had eaten bread, and after he had drunk, that he saddled for him the ass, to wit, for the prophet whom he had brought back.

And when he was gone, a lion met him by the way, and slew him: and his carcase was cast in the way, and the ass stood by it, the lion also stood by the carcase.

1 Kings 13:15-24

Seven Distractions a Minister Should Avoid

1. Avoid the distractions that come from people who have not heard from God the way you have.

Although many other people are ministers, like myself, I realize that we are not on the same level. I do not do things just because others are doing them. Once I told a pastor friend about how we were reaching out to certain villages. He smirked and remarked that he had no interest in such ventures. I was discouraged, wondering whether I was doing the right thing. But I strengthened myself in the Lord and persisted in the calling God gave to me. I'm glad I did.

2. Avoid the distraction that comes by trying to compete.

This will drag you into all sorts of activities in which you are trying to outdo another minister.

3. The distraction of phone calls.

The telephone is a modern day distraction that will take you away from the presence of God. Any minister who has not learnt to put the telephone in its right place in his life will constantly be distracted from prayer and Bible study.

4. The distraction of false brethren.

False brethren are people who are sent by the enemy to take up your time. The time that should have been spent with real sheep is spent on these false sheep that have sucked up all your time and energy. These are the very people who will turn around one day to accuse you and be ungrateful. They do not remember the hours you spent investing in their lives.

5. The distraction of carnal leaders and people who are not as committed as you are.

When I relate with ministers who have my level of commitment, they sharpen me and I also sharpen them. Relating with people who do not care about the things of God as much as you do will make you wonder if you are normal. If you are supposed to be a full-time minister and you talk to some lay ministers you may wonder if you are doing the right thing.

6. Avoid the distraction of unproductive arguments and quarrels.

> But foolish and unlearned questions avoid, knowing that they do gender strifes.
>
> 2 Timothy 2:23

I hate arguments and rarely have time to debate an issue. I love the Scripture that says you cannot do anything against the truth.

> For we can do nothing against the truth, but for the truth.
>
> 2 Corinthians 13:8

This means that arguments, shouting and proving your point do not affect the truth of the matter. The truth will outlive every lie! Every true minister will be derided, scorned and accused. As you go higher in ministry, more and more lies will be spread about you.

> The lip of truth shall be established for ever: but a lying tongue is but for a moment.
>
> Proverbs 12:19

7. Avoid doing other people's jobs.

This is one of the greatest distractions of leaders. If I employ someone to look after my security and I have to go around checking the doors myself, then I am doing someone else's job in addition to mine. Many leaders are distracted into doing unnecessary things to compensate for non-performing or irresponsible workers.

Pastors who are called to spiritual things must avoid doing secular and administrative jobs that others can do. I am a pastor so I don't see why I should become an accountant, secretary, banker, security man or protocol officer. This is exactly what Peter did when he ran away from the job of serving tables in order to prevent distraction from holy things.

> Then the twelve called the multitude of the disciples unto them, and said, It is not reason that we should leave the word of God, and serve tables. But we will give ourselves continually to prayer, and to the ministry of the word.
>
> Acts 6:2,4

Chapter 68
Make People Obey You When You Are Not Present

But it is good to be zealously affected always in a good thing, and not only when I am present with you.

Galatians 4:18

To be able to make people carry out your wishes even when you are not present with them is an art every leader must master. Without this ability, you cannot lead many people. After all, how many people are going to remain in your presence all the time?

Four Keys to Make People Obey You When You Are Not Present

1. Teach loyalty.

When people are loyal to you they love you and try to do what you want, even when you are away from them.

2. Teach people that they are dealing with God and not with man.

God is everywhere and he sees everything we do. When people are aware of this, they will try to live in the right way. When a person has a faithful heart, he will obey you because he understands that he is actually dealing with God. It is when people think they are dealing with human beings that they tend to mess around.

Servants, be obedient to them that are your masters according to the flesh, with fear and trembling, in singleness of your heart, as unto Christ; Not with eyeservice, as menpleasers; but as the servants of Christ, doing the will of God from the heart;

Ephesians 6:5,6

3. Teach people that they will be promoted directly by God and not by man.

When they understand that God is the one who will bless them, their attitude will be the same whether you are in or out of their presence. You must train your staff to understand that promotion does not come from the east or the west but that it comes from God. They will not need to see you to be motivated. They know that the eyes of the Lord are everywhere.

For promotion cometh neither from the east, nor from the west, nor from the south.

Psalm 75:6

I learnt long ago that the one I have to deal with is God and not man. God is the one who has promoted me in ministry. Men have rather discouraged and attacked me. As soon as you get a revelation of the fact that you are dealing with God, your life will change forever. If you want people to follow you and obey you, even when you cannot see them, teach them this great principle – it is God you are dealing with.

…all things are naked and opened unto the eyes of him with whom we have to do.

Hebrews 4:13

When Jesus left the earth he gave commandment concerning the Great Commission. He left us

with this great command. Many have obeyed and are still obeying it even though we cannot see Jesus. Become a leader who is obeyed whether seen or not seen.

4. Look for signs and symptoms.

A symptom is a revelation of hidden things. Whenever you do not see something directly you must develop a system of looking for warning signs and indicators. When people do the right thing there are usually some indicators of this. I look for symptoms all the time. I don't have to see everything – I know I won't anyway.

Chapter 69
Hide and Flourish Like a Snake

Behold, I send you forth as sheep in the midst of wolves: be ye therefore wise as serpents, and harmless as doves.

Matthew 10:16

Jesus said, "Be wise as serpents." What is the wisdom of a serpent? *The wisdom of a serpent is the ability to function without unduly attracting your enemy's attention.* Snakes are everywhere. All of us would kill the next snake we see! Such is the enmity between human beings and serpents! Yet snakes flourish and are abundant all around us. How do they do this? By wisdom!

Three Reasons Why a Leader Should Hide and Flourish Like a Snake

1. Because Christians are hated by the world.

A Christian leader should never underestimate the amount of hatred that Satan and his agents have for the man of God. When you see the Press mercilessly destroying a man of God you will understand that there is an instinctive and inherent hatred for the kingdom of God.

And ye shall be hated of all men for my name's sake…

Matthew 10:22

2. To avoid being attacked too early in ministry.

Your leadership will not survive some attacks at a certain stage of your ministry. If you kick a newborn Doberman pinscher or Alsatian dog, it will probably die. But if that same Alsatian or Doberman was allowed to develop and grow, it could probably kill you. There are certain attacks you do not need at a certain stage of your ministry.

When our church used to meet in the canteen of the medical school, we never placed a signboard or banner outside the church. I did not want to attract attention. I knew that if we attracted attention unduly, hateful people would drive us away. Through wisdom we were able to run a large Charismatic church in the middle of a teaching hospital for almost four years. That was the wisdom of a serpent in action – the wisdom to hide and to flourish. When the attacks began, we were a bigger and stronger church.

Some medical students had committed suicide and the Dean of the medical school had come to appreciate the presence of our church in the middle of the hospital. He felt we were meeting a need for the medical community. This made him sympathetic to our presence. He refused to move against us.

Later on, we faced stronger attacks to get rid of us from the hospital. But our church had flourished and we had a member of the board of the medical school in our church. I told the board member that we were being driven out of the medical school canteen. She promptly called the authorities and asked them why they were harassing her church.

"Which church?" they asked in surprise.

"My church," she answered. "The church in the canteen is my church! That is where I go to

church! Why are you harassing us?"

They were shocked. "We never knew you went to church there! We will have to look into this."

This slowed down the pressure that was building up against us. That allowed us enough time to acquire our own church building and move out. After we left the canteen, another church decided to meet in that same place. I soon noticed their big banners displayed outside. After a short while, the hospital community took note of this church's activities. Satan's hatred is not for one particular church, but for all churches. Unfortunately, after a few months they were kicked out of the hospital canteen before they had the chance to flourish. Learn the wisdom of the serpent: the wisdom to hide and to flourish!

3. To avoid attracting an enemy you cannot handle.

Snakes know that they cannot survive in the presence of human beings. I would personally kill every snake I see, whether it was poisonous or non-poisonous, and so would you. This is the reason why snakes live in grass and under rocks where they cannot be seen The snakes have a good time, do all that they want to do and multiply in their protected environment. They do not attract human beings who are enemies they cannot handle.

I once stopped my national TV program because I thought we were attracting big enemies who hated our success. Upon analysis, I felt that the sight of our growth and ministry was stirring up too many potential enemies, like the government and the Press. I knew that my ministry did not need television per se to be fulfilled. So I cut it off! The wisdom of a snake is the wisdom to hide and to flourish. I don't need enemies I cannot handle.

Chapter 70
Overcome the Effect of Rumours, Questions and Controversies about Your Person

When Peter began his ministry there were rumours flying about that he was a gravedigger and that he had stolen the body of Jesus. Many people believed this story, even up till today.

> **And when they were assembled with the elders, and had taken counsel, they gave large money unto the soldiers, Saying, Say ye, His disciples came by night, and stole him away while we slept. And if this come to the governor's ears, we will persuade him, and secure you.**
>
> **So they took the money, and did as they were taught: and this saying is commonly reported among the Jews until this day.**
>
> **Matthew 28:12-15**

But Peter had to minister in spite of the controversies and rumours that were whirling around him. Every successful minister must learn to overcome the rumours, stories, questions and controversies that he may face.

Seven Ways to Overcome Rumours, Controversies and Questions

1. Never mention the controversial subject.

2. Stop talking about your past mistakes.

3. Do not repeat the bad things people say about you.

4. Recognize that everyone is limited in one way or the other.

5. Do not magnify a question or rumour about your life or ministry.

There is no need to even speak about it.

6. Do not advertise the rumours manufactured by your enemies.

7. Leave it to God. He will fight for you.

> **The Lord shall fight for you, and ye shall hold your peace.**
>
> **Exodus 14:14**

Learn from Jesus

> But while he thought on these things, behold, the angel of the Lord appeared unto him in a dream, saying, Joseph, thou son of David, fear not to take unto thee Mary thy wife: for that which is conceived in her is of the Holy Ghost.
>
> Matthew 1:20

1. Jesus was born of a virgin.

Behold, a virgin shall be with child, and shall bring forth a son, and they shall call his

name Emmanuel, which being interpreted is, God with us.

Matthew 1:23

2. Hundreds of people probably laughed at Joseph for marrying Mary.

3. Jesus was probably thought of as the son of an unfaithful woman or perhaps the son of an unknown man.

4. Some people called him the son of Mary.

> Is not this the carpenter, the son of Mary, the brother of James, and Joses, and of Juda, and Simon? and are not his sisters here with us? And they were offended at him.
>
> Mark 6:3

5. They probably mocked him and said, "The fatherless self-proclaimed son of God."

6. But Jesus never discussed the issue! Jesus never spoke about Joseph.

7. No Scripture ever brought up the question of his background or his parentage.

8. The question of his father and his mother was never once discussed in any of Jesus' teachings.

Chapter 71
Take That Decision! Most Decisions Will Involve Choosing Between Two Bad Options Anyway!

It is important to realize that things are not perfect. Most decisions that a leader will have to make are not decisions between the obviously good and obviously bad. Most things are not a clear-cut choice between black and white or light and darkness. A good leader must recognize the need to decide when he is faced with such choices. A good leader knows how to choose the lesser of two bad options. Often, life presents us with two bad choices. *Many leaders are paralysed into inaction because of the imperfect choices presented to them.* They refuse to take that important step because they cannot see two very contrasting alternatives.

Marriage is one such decision. God did not create bad women and good women. Men are not choosing between the good and the bad. God did not create the charming and the ugly.

The choice is not between a princess and a frog. Every woman has something attractive about her. Unfortunately, every beautiful woman also has some unattractive aspects. Some men are paralysed into indefinite bachelorhood because they are looking for the perfect female. There is no such thing. Some of the so-called beauties come with horrible flaws.

The same thing applies to women deciding on husbands. There is no such thing as the perfect male. Dear sister, you are going to have to choose between two imperfect options. The "tall and handsome" may come with quarrels and beatings. The "short and stocky" may come along with lifelong financial hardships. The scar-faced man may come with peace and spirituality. Life is like that! You do not have to be paralysed into inaction because you do not see two obviously different things. You have to take a decision! Choose the better of the two. When you fail to choose, you have chosen to have nothing. Perhaps that is why you have nothing today.

Jesus Taught This

Jesus told us clearly that it was better to go to Heaven with one arm than to go to Hell with two arms.

> **And if thy right eye offend thee, pluck it out, and cast it from thee: for it is profitable for thee that one of thy members should perish, and not that thy whole body should be cast into hell.**
>
> **Matthew 5:29**

To go to Heaven with one arm is not a good thing! When everyone is raising his or her hands in worship, you will have only one arm! When the saints are clapping, you will have to beat your chest! That is truly a tragedy!

However, to go to Hell is even worse. Having two arms or two legs will not mean anything to you in the fires of Hell. Jesus taught us to take the better of these two options. Jesus taught us to choose Heaven with one arm rather than Hell with two arms! Some people have not prospered because they have not understood this important principle. They do not understand that if they do not choose the lesser evil they will have only one other worse option.

Years ago, our church was being thrown out of the medical school canteen. We were under

pressure from the authorities to leave the Korle-Bu Teaching Hospital. We located an old, decrepit roofless cinema hall situated next to a rubbish dump and an exploding toilet. I took friends there and asked, "What do you think about this place?" "Horrible!" was the general response of everyone.

However, as the leader I was faced with two bad choices. Acquire this nasty, rundown structure and move in or stay in the canteen and face the possible collapse of the church. I chose the decaying building by the rubbish dump. That was one of the best decisions of my ministry.

Do you want to be a good leader? Then you must realize that there are often only two bad options. Be analytical! You must realize quickly that you do not have much choice in this imperfect world.

I once advised a pastor who had a problem to relocate to a different city. This brother could not see that he had two difficult options. I told him, "This is your chance of continuing your ministry." It is not easy to relocate. It is not easy to move into a new city. I explained to him, "You will be more accepted in the new place because your reputation is tarnished here." I told him, "You must move out and make a fresh start.. God is giving you a second chance!" Unfortunately, this pastor could not see that relocation was a better option than the total loss of his ministry. He did not listen and his ministry deteriorated until he became a proverb and a byword.

Examples of Seven Decisions That Are Between Two Imperfect Options

1. Whom to marry

Every marriage partner comes with peculiar blessings and difficulties. You are not choosing between a prince and a frog.

2. Where to live

Every country has its advantages and disadvantages. Europe is developed but a more stressful place to live and a godless society. Africa has more God-fearing people and less stressful lifestyle, but is also less developed.

3. What job to do

Being a lawyer may make you rich, but you may become a cantankerous individual. Being a doctor may make you prosperous but you may spend most of your life in the hospital, overseeing misery and death.

4. What to study in school

It may be quicker and shorter to study carpentry. But in the end it may be more profitable to study medicine, which is more difficult, and requires many years of study.

5. Which church to attend

Every church has its strengths. You may be in a church that is strong in the anointing but weak in teaching. Some churches have no miracles but teach the Word.

6. Whom to vote for

Each political party has its good and bad sides. Do not be deceived into thinking that you are

choosing between the good and the bad. Most elections are between two bad options.

7. Which car to drive

A Korean car may be cheaper but not as strong as a German car. Japanese cars are not as strong as German cars but they are easier to handle and cheaper to maintain.

Chapter 72
Don't Destroy Your Ministry by Saying the Wrong Things in Public

Thou art snared with the words of thy mouth, thou art taken with the words of thy mouth.

Proverbs 6:2

A leader must be careful about the things he says. By your words, you are snared and by your words, you will be judged. Be careful of the things you say.

And Nabal answered David's servants, and said, who is David? And who is the son of Jesse? There be many servants now a days that break away every man from his master. Shall I then take my bread, and my water, and my flesh that I have killed for my shearers, and give it unto men, whom I know not whence they be?

1 Samuel 25:10,11

This statement almost cost Nabal his life.

Now David had said, Surely in vain have I kept all that this fellow hath in the wilderness, so that nothing was missed of all that pertained unto him: and he hath requited me evil for good. So and more also do God unto the enemies of David, if I leave of all that pertain to him by the morning light any that pisseth against the wall.

1 Samuel 25:21,22

If you are a leader, pick your words very carefully. If you do not know what to say or how to say it, then say nothing. People are looking for an opportunity to take you up on your words. They want to write an article about you and make you out to be something that you are not.

There is no need to tell everyone what class you travel on an airline. There is no need to tell people the cost of your clothes. There is no need to tell the congregation what you bought for your wife. Not everyone appreciates these things. Some people hate you because they feel that you are having a good time with their money. Your closest friends may appreciate God's blessings on your life, but most people feel that ministers should be poor.

I often say exactly what I think. I do not want to be provoked into giving foolish answers to foolish questions. Even Apostle Paul had to do that sometimes because he was so aggravated by the foolishness of certain people.

Would to God ye could bear with me a little in my folly: and indeed bear with me.

2 Corinthians 11:1

I see no reason why I should go for an interview only to be asked where I live, what car I drive and what I eat for breakfast. I have heard ministers being asked these questions repeatedly and I consider these questions frivolous. Learn the art of saying the right thing in public or saying nothing at all! A leader is someone who says the right things. Build your ministry by saying the right things in public.

Chapter 73
Avoid Artificial Leadership
What Jesus Said About Artificial Leadership

1. Artificial leaders do not go to the right place and also prevent people from going to the right place.

But woe unto you, scribes and Pharisees, hypocrites! for ye shut up the kingdom of heaven against men: for ye neither go in *yourselves*, neither suffer ye them that are entering to go in.

Matthew 23:13

2. Artificial leaders are like vampires who prey on the weak and vulnerable.

Woe unto you, scribes and Pharisees, hypocrites! for ye devour widows' houses, and for a pretence make long prayer: therefore ye shall receive the greater damnation.

Matthew 23:14

3. Artificial leaders give rise to even more artificial leaders.

Woe unto you, scribes and Pharisees, hypocrites! for ye compass sea and land to make one proselyte, and when he is made, ye make him twofold more the child of hell than yourselves.

Matthew 23:15

4. Artificial leaders are hypocrites.

Woe unto you, *ye* blind guides, which say, whosoever shall swear by the temple, it is nothing; but whosoever shall swear by the gold of the temple, he is a debtor!"

Matthew 23:16

5. Artificial leaders are a generation of serpentine, sly and evil men.

Ye serpents, *ye* generation of vipers, how can ye escape the damnation of hell?

Matthew 23:33

6. Artificial leaders emphasize minor details but forget their real purpose and vision.

Woe unto you, scribes and Pharisees, hypocrites! For ye pay tithe of mint and anise and cummin, and have omitted the weightier *matters* of the law, judgment, mercy, and faith: these ought ye to have done, and not to leave the other undone.

Matthew 23:23

7. Artificial leaders are concerned about making a good impression on the outside, but are full of the opposite on the inside.

Woe unto you, scribes and Pharisees, hypocrites! for ye make clean the outside of the cup and of the platter, but within they are full of extortion and excess.

Matthew 23:25

8. Artificial leaders are blind to the real problems.

Thou blind Pharisee, cleanse first that *which* is within the cup and platter, that the outside of them may be clean also.

Matthew 23:26

9. Artificial leaders are full of hidden evil and uncleanness.

Woe unto you, scribes and Pharisees, hypocrites! For ye are like unto whited sepulchres, which indeed appear beautiful outward, but are within full of dead *men's* bones, and of all uncleanness.

Matthew 23:27

10. Artificial leaders honour people of the past but are unable to recognize and do the right thing today.

Woe unto you, scribes and Pharisees, hypocrites! because ye build the tombs of the prophets, and garnish the sepulchres of the righteous, "And say, If we had been in the days of our fathers, we would not have been partakers with them in the blood of the prophets.

Matthew 23:29-30

Artificial Leadership and Real Leadership

1. A real leader inspires and speaks off the cuff. He acts out his belief, is practical and leads by example. He makes great sacrifices for his beliefs and uses himself as an example.

2. A real leader is God-made and God-appointed and says what he believes. He loves people and is not motivated by money.

3. A real leader has a genuine concern for people and is concerned about the real things. He is keen on analysis. He wants to get to the job.

4. A real leader is not interested in what title he is given but is more interested in the job.

5. An artificial leader is boring and often reads his speeches. He usually shows no emotion, prepares ideal speeches, says the right things but does nothing. He often says what people want him to say and fits the accepted mode.

6. An artificial leader is theoretical, holds seminars and conferences but takes no action. He delights in titles, is concerned in an official capacity but not in a real way, and often he does not love the people.

7. An artificial leader never uses himself as an example (as he is not a good example). He is man-made and man-appointed and avoids criticism. He is concerned about ceremonies but not the job. An artificial leader is most concerned about salaries and benefits.

How to Become a Real Leader

1. Form an opinion and develop a conviction about something.

It is your conviction that makes you stand out.

2. Observe natural leaders. Admire natural leaders. Notice what they do and do not do. Watch artificial appointed leaders and don't do what they do.

3. Fellowship with natural leaders. Listen to great natural leaders.

Do not miss an opportunity to spend a few moments with great leaders.

4. Study the lives of real leaders.

5. Fellowship with great leaders through their books and tapes.

Chapter 74
Beware of Tiredness and Weariness

Six Warnings Against Weariness

1. One of the top strategies of the devil is to make you tired of the ministry and of life.

> And he shall speak *great* words against the most High, and shall WEAR OUT THE SAINTS of the most High, and think to change times and laws: and they shall be given into his hand until a time and times and the dividing of time.
>
> Daniel 7:25

2. Do not be tired of the ministry because you have received mercy from the Lord. Your tiredness is a small price you must pay because you love the Lord. Is there any comparison between being in hell and being tired?

> Therefore seeing we have this ministry, as we have received mercy, we faint not
>
> 2 Corinthians 4:1

3. Do not be tired of the ministry because you are going to reap from this great work if you do not faint or give up.

> And let us not be weary in well doing: for in due season we shall reap, if we faint not.
>
> Galatians 6:9

4. Do not be tired and do not faint for the sake of the people who are following you and depending on you.

> For all things *are* for your sakes, that the abundant grace might through the thanksgiving of many redound to the glory of God.
>
> For which cause we faint not; but though our outward man perish, yet the inward *man* is renewed day by day.
>
> 2 Corinthians 4:15-16

5. Do not be tired of troubles, trials and difficulties of the ministry because it these very things which will bring you glory.

> Wherefore I desire that ye faint not at my tribulations for you, which is your glory.
>
> Ephesians 3:13

6. Do not be tired of the ministry because you may lose your position if you complain. Elijah was replaced with Elisha in the day that he complained that he had had enough.

> But he himself went a day's journey into the wilderness, and came and sat down under a juniper tree: and he requested for himself that he might die; and said, IT IS ENOUGH; NOW, O Lord, take away my life; for I *am* not better than my fathers.
>
> 1 Kings 19:4

Someone said, "The world is run by tired people." If you are not a true leader, you will not give up your life for anything. A non-leader is not prepared to work because he is tired. Do not allow tiredness to be an excuse. If tiredness is an excuse then you cannot be a leader. If I used the excuse

of tiredness, I would not have accomplished seventy per cent of what I have accomplished.

> Jesus said, "I am the good shepherd: the good shepherd giveth his life for the sheep"
>
> John 10:11

Tiredness is part of giving your life for the sheep.

As soon as you begin to give up your life, it tells on you. I am not saying that every leader should be exhausted. What I am saying is that leadership is very exacting. Sometimes I see non-leaders murmuring about being tired. All they want to do is to go away.

It is a known fact that many workers have no interest in their places of employment except in their salaries. Such people (who are usually not leaders) are not prepared to become unduly tired.

> For which cause we faint not; but though our outward man perish, yet the inward man is renewed day by day.
>
> 2 Corinthians 4:16

As I write this book, I can assure you that I am exhausted. But I know that I have to do it. A good leader often does much hard work in secret. It is these hidden jobs and unseen pressures that make our leaders tired. If you want a life of relaxation and ease, you are probably not a leader.

Heads of State, Chief Executives and prominent leaders are often viewed as glamorous jet-setters who have many privileges at their disposal. I can assure you that these privileges are a very small compensation for the genuine leader who gives his life for a great cause.

Are you a leader? If you are living a life of constant ease and pleasures, perhaps you are on leave from true leadership.

Chapter 75
Gain Control over Your Domestic Life

One that ruleth well his own house, having his children in subjection with all gravity; (For if a man know not how to rule his own house, how shall he take care of the church of God?)

1 Timothy 3:4-5

One of the first qualifications that Paul gave for leadership was to have a wife and disciplined children. It is interesting that the qualifications for ministry were basic and domestic.

Seven Signs That You Are in Control of Your Domestic Situation

1. The sign of having acquired a wife or husband.
2. The sign of a stable home.
3. The sign of a marriage that is working.
4. The sign of a student who does well in school.
5. The sign of financial stability
6. The sign of being debt- free.
7. The sign of a stable job.

Have you been able to instill peace and order in your own home? Is your marriage working? If you are a student, have you been able to get your academic life under control?

I was a pastor when I was a medical student. I made sure that I did well in all my exams. I made sure that I had no problems with school. Leadership begins by bringing your domestic affairs under control. Look at your domestic affairs: your school, your job, your home and your marriage. If these are in order then you are well on the road to leadership.

Chapter 76
Be Sincere, Don't Be a Hypocrite

When Jesus was alive, there was a group of people he did not get along with. They were the hypocritical Pharisees and Sadducees.

Woe unto you, scribes and Pharisees, hypocrites! for ye are like unto whited sepulchres, which indeed appear beautiful outward, but are within full of dead men's bones, and of all uncleanness.

Matthew 23:27

Sooner or later, people will see the different standards that you maintain. They will see beauty on the outside, but ugliness inside. This has the potential to drive away every follower. A leader wants to have followers.

Hypocrisy is an offensive vice. It has the power to scatter all your followers in a short period. Make sure that what you do outside is what you are inside.

The reason why so many children do not obey their parents is because they resent what they see at home. They see hypocrisy. They hear their parents talking about ideal values in public but there is only ugliness at home. This makes many children decide within themselves: *I will never be like daddy, and I will never be like mommy.* They turn away from all the high standards and expectations of their parents. Do you consider yourself a leader? Remove all skeletons from your wardrobe. Be as pure inside as you are outside and you will have a good following.

A good leader is able to sustain trust over a long period. Unfortunately, as time goes by, much trust is eroded. But God is raising up a new breed of leaders who do what they say and say what they do.

Twenty-Five Signs of a Hypocritical Leader

1. Hypocrite leaders do not practice what they preach.

All therefore whatsoever they bid you observe, *that* observe and do; but do not ye after their works: for they say, and do not.

Matthew 23:3

2. Hypocrite leaders simply want to be noticed by men.

But all their works they do for to be seen of men: they make broad their phylacteries, and enlarge the borders of their garments

Matthew 23:5

3. Hypocrite leaders love titles and positions of honour.

They love to sit at the head table at church dinners, basking in the most prominent positions, preening in the radiance of public flattery, receiving honorary degrees and getting called 'Doctor' and 'Reverend.'

Don't let people do that to you, put you on a pedestal like that. You all have a single Teacher, and you are all classmates.

Matthew 23:6-8 (Message Bible)

4. Hypocrite leaders take advantage of poor people.

Woe unto you, scribes and Pharisees, hypocrites! for YE DEVOUR WIDOWS' HOUSES, and for a pretence make long prayer: therefore ye shall receive the greater damnation.

Matthew 23:14

5. Hypocrite leaders love long impressive prayers in public.

Woe unto you, scribes and Pharisees, hypocrites! for ye devour widows' houses, and FOR A PRETENCE MAKE LONG PRAYER: therefore ye shall receive the greater damnation.

Matthew 23:14

6. Hypocrite leaders strain out mosquitoes and swallow camels.

Ye blind guides, which strain at a gnat, and swallow a camel.

Matthew 23:24

7. Hypocrite leaders have no justice, no mercy and no loyalty.

Woe unto you, scribes and Pharisees, hypocrites! for ye pay tithe of mint and anise and cummin, and have omitted the weightier *matters* of the law, judgment, mercy, and faith: these ought ye to have done, and not to leave the other undone.

Matthew 23:23

8. Hypocrite leaders say that they would never have done the evil that others did.

Woe unto you, scribes and Pharisees, hypocrites! because ye build the tombs of the prophets, and garnish the sepulchres of the righteous,

And say, If we had been in the days of our fathers, we would not have been partakers with them in the blood of the prophets.

Matthew 23:29-30

9. Hypocrite leaders love money.

And the Pharisees also, who were COVETOUS, heard all these things: and they derided him.

Luke 16:14

10. Hypocrite leaders feel that they are better than others.

And Jesus said unto him, Why callest thou me good? none is good, save one, *that is*, God.

Luke 18:19

11. Hypocrite leaders exalt themselves over others.

I tell you, this man went down to his house justified *rather* than the other: for every one that exalteth himself shall be abased; and he that humbleth himself shall be exalted.

Luke 18:14

12. Hypocrite leaders glory in external things.

Even so ye also outwardly appear righteous unto men, but within ye are full of hypocrisy

and iniquity.

Woe unto you, scribes and Pharisees, hypocrites! because ye build the tombs of the prophets, and garnish the sepulchres of the righteous,"

Matthew 23:28-29

13. Hypocrite leaders do not mingle with sinful people.

And when the Pharisees saw *it*, they said unto his disciples, why eateth your Master with publicans and sinners?

Matthew 9:11

14. Hypocrite leaders are critical of others in small matters.

But when the Pharisees saw it, they said unto him, Behold, thy disciples do that which is not lawful to do upon the sabbath day.

Matthew 12:2

15. Hypocrite leaders are motivated by jealousy and hatred.

Then the Pharisees went out, and held a council against him, how they might destroy him.

Matthew 12:14

16. Hypocrite leaders are suspicious and assume the worst about other people.

But when the Pharisees heard *it*, they said, this *fellow* doth not cast out devils, but by Beelzebub the prince of the devils.

Matthew 12:24

17. Hypocrite leaders neglect their families in the name of religious activities.

Then came to Jesus scribes and Pharisees, which were of Jerusalem, saying,

Why do thy disciples transgress the tradition of the elders? for they wash not their hands when they eat bread.

But he answered and said unto them, Why do ye also transgress the commandment of God by your tradition?

For God commanded, saying, Honour thy father and mother: and, He that curseth father or mother, let him die the death.

But ye say, Whosoever shall say to *his* father or *his* mother, *It is* a gift, by whatsoever thou mightest be profited by me;

And honour not his father or his mother, *he shall be free.* Thus have ye made the commandment of God of none effect by your tradition.

Ye hypocrites, well did Esaias prophesy of you, saying,

This people draweth nigh unto me with their mouth, and honoureth me with *their* lips; but their heart is far from me.

But in vain they do worship me, teaching *for* doctrines the commandments of men.

Matthew 15:1-9

18. Hypocrite leaders are easily offended.

Then came his disciples, and said unto him, Knowest thou that the Pharisees were offended, after they heard this saying?

But he answered and said, Every plant, which my heavenly Father hath not planted, shall be rooted up.

Let them alone: they be blind leaders of the blind. And if the blind lead the blind, both shall fall into the ditch.

Matthew 15:12-14

19. Hypocrite leaders say one thing but believe something else.

This people draweth nigh unto me with their mouth, and honoureth me with their lips; but their heart is far from me.

Matthew 15:8

20. Hypocrite leaders boast about their righteousness.

The Pharisee stood and prayed thus with himself, God, I thank thee, that I am not as other men *are*, extortioners, unjust, adulterers, or even as this publican.

I fast twice in the week, I give tithes of all that I possess.

Luke 18:11-12

21. Hypocrite leaders justify themselves.

And he said unto them, ye are they which justify yourselves before men; but God knoweth your hearts: for that which is highly esteemed among men is abomination in the sight of God.

Luke 16:15

22. Hypocrite leaders value their traditions more than the word of God.

And he said unto them, Full well ye reject the commandment of God, that ye may keep your own tradition.

Mark 7:9

23. Hypocrite leaders are jealous of those with the anointing and miracle power.

Then gathered the chief priests and the Pharisees a council, and said, what do we? For this man doeth many miracles.

John 11:47

24. Hypocrite leaders are full of accusations.

And the scribes and Pharisees brought unto him a woman taken in adultery; and when they had set her in the midst,

They say unto him, Master, this woman was taken in adultery, in the very act.

Now Moses in the law commanded us, that such should be stoned: but what sayest thou?

This they said, tempting him, that they might have to accuse him. But Jesus stooped down, and with his finger wrote on the ground, *as though he heard them not.*

John 8:3-6

25. Hypocrite leaders fight people who do not listen to them.

They answered and said unto him, Thou wast altogether born in sins, and dost thou teach us? And they cast him out.

John 9:34

Chapter 77
Recognize Your Need For Help
Seven Types of Help That You Need

1. You need the help of the Lord. If the Lord does not help you, who can help you?

The Lord *is* my strength and my shield; my heart trusted in him, and I AM HELPED: therefore my heart greatly rejoiceth; and with my song will I praise him.

Psalms 28:7

2. You need the help of a wife. In spite of the problems associated with marriage and divorce, a wife is a key player to help every man to accomplish his life's vision and purpose.

And the Lord God said, *It is* not good that the man should be alone; I will make him AN HELP MEET for him."

Genesis 2:18

3. You need the help of the Holy Spirit. Without the help of the Holy Spirit no one can be holy, no one can do what is right and no one can be a good person.

But I tell you the truth, it is to your advantage that I go away; for if I do not go away, THE HELPER shall not come to you; but if I go, I will send Him to you.

John 16:7 (NASB)

4. You need the help of a helps minister. Without the help of the helps minister, the ministries of apostles, pastors and prophets begin to plateau and fade away. The helps minister is the key to an ever increasing ministry of fruitfulness.

And God hath set some in the church, first apostles, secondarily prophets, thirdly teachers, after that miracles, then gifts of healings, HELPS, governments, diversities of tongues.

1 Corinthians 12:28

5. You need the help of technology. Technology is a great assistance to those who recognize its usefulness. My entire ministry is greatly helped by modern technology.

And Uzziah prepared for them throughout all the host shields, and spears, and helmets, and habergeons, and bows, and slings *to cast* stones.

And he made in Jerusalem engines, invented by cunning men, to be on the towers and upon the bulwarks, to shoot arrows and great stones withal. And his name spread far abroad; for HE WAS MARVELLOUSLY HELPED, till he was strong.

2 Chronicles 26:14-15

6. You need the help of a neighbour. Your neighbour who is near you is more valuable than your relative who is far away.

THEY HELPED EVERY ONE HIS NEIGHBOUR; and *every one* said to his brother, Be of good courage.

Isaiah 41:6

7. You need the help of nature. The terrain, the land, the weather and nature are able to fight

against your purpose and cause your defeat and destruction. You must be careful of the role that nature plays in your very life.

> And THE EARTH HELPED the woman, and the earth opened her mouth, and swallowed up the flood which the dragon cast out of his mouth.
>
> Revelation 12:16

You must recognize your need for help. You need help because you are limited. Every leader has limitations. God did not make us into supermen. Even Jesus knew when his time was up. He knew when it was time for the Comforter to take over. He began to speak of the Comforter, which is the Holy Spirit. He promised that the Comforter would make a great difference in their lives. Unfortunately, the disciples could not believe that there could be a better substitute for Jesus.

> Nevertheless I tell you the truth; It is expedient for you that I go away: for if I go not away, the Comforter will not come unto you; but if I depart, I will send him unto you.
>
> John 16:7

How many leaders realize when it is time for them to leave the scene? How many leaders are prepared to accept that other leaders with different talents are needed? You will be rewarded for fulfilling your calling. You will not receive a heavenly award for impressing human beings.

> And he said unto them, Ye are they which justify yourselves before men; but God knoweth your hearts: for that which is highly esteemed among men is abomination in the sight of God.
>
> Luke 16:15

The admiring smiles of people around you have no influence on the opinions of your Heavenly Father. That is why I do not really care what others think about me. Because I am human, it occurs to me that people may find me weird. I often think that many of my medical colleagues see me as strange. But what does it matter?

Do not try to please people anymore! Try to please the Lord. When it is time for others to play their role allow them to. Do not stifle others. See yourself as building the Kingdom of God and enhancing the Body of Christ.

Recognize that you cannot do everything. Allow others to play a role. They will be blessed and so will you!

Moses allowed seventy other men to help him in the ministry. That decision certainly prolonged his life.

When Jesus called the services of the Comforter, he was not acknowledging defeat. There are some pastors who lack administrative and management skills. If you do not employ the services of the appropriate people, your ministry may crumble.

Do you consider yourself to be a great leader? Recognize your limitations.

Chapter 78
Be Bold! Be Courageous!

Do you want to lead people? You are going to need a lot of courage.

God exhorted Joshua three times to be courageous.

Seven Times You Need Boldness

1. **You need boldness to enter the presence of God.** Because of your sinful nature, you will always lack confidence when you approach God. (Hebrews 4:16)

   Let us therefore COME BOLDLY UNTO THE THRONE OF GRACE, that we may obtain mercy, and find grace to help in time of need.

   Hebrews 4:16

2. **You need boldness to preach the gospel of Jesus Christ.** Peter and John needed boldness to speak the truth of God's word. Today, you need boldness to preach the gospel for a different reason. The commonest gospel today is motivational and inspiring preaching about a better life on earth. It takes so much boldness to continue to speak and to teach about the cross and the blood of Jesus Christ.

   Now when they saw THE BOLDNESS OF PETER AND JOHN, and perceived that they were unlearned and ignorant men, they marvelled; and they took knowledge of them, that they had been with Jesus.

   Acts 4:13

3. **You need boldness to expand your ministry and to take new territories that you know little about.** When I expanded into evangelism in different countries, I always sensed fear within. I needed boldness to press on in new uncharted territories.

   Be strong and of a good courage: for unto this people shalt thou divide for an inheritance the land, which I sware unto their fathers to give them. Only be thou strong and very courageous… Have not I commanded thee? Be strong and of a good courage; be not afraid…

   Joshua 1:6,7,9

4. **You need boldness to step into the anointing and to operate in the anointing.** It takes great boldness to operate in the gifts of prophecy, word of knowledge and miracles. The step into the deepest anointing and the Holy of Holies is always a step of boldness. Without boldness you will never see miracles and you not see the power of God.

   Having therefore, brethren, boldness to enter into the holiest by the blood of Jesus,

   Hebrews 10:19

5. **You need boldness to counsel people and speak the Word of God.**

   And many of the brethren in the Lord, waxing confident by my bonds, are much more bold to speak the word without fear.

   Philippians 1:14

6. You need boldness to turn away from certain people.

> **Then Paul and Barnabas waxed bold, and said, It was necessary that the word of God should first have been spoken to you: but seeing ye put it from you, and judge yourselves unworthy of everlasting life, lo, we turn to the Gentiles.**
>
> **Acts 13:46**

7. You will need boldness in the Day of Judgment.

> **Herein is our love made perfect, that we may have boldness in the day of judgment: because as he is, so are we in this world.**
>
> **1 John 4:17**

This was the beginning of Joshua's life as a leader. Obviously, courage was very important for the ministry of Joshua to succeed. It takes a courageous person to advance into fearful and frightening circumstances. It takes courage to advance when the outcome is uncertain. You need a lot of courage when failure looks like a real option.

When defeat is rallying around to welcome you, you need to be bold to press on to victory. We all know that the bystanders are waiting for our downfall. It takes courage to continue on a certain course of action. Without courage, you cannot call yourself a leader. It takes courage to start a church or a business. What about if it fails? What about if it doesn't? It takes courage to follow a new idea.

It is only courageous people who can be leaders. Success or failure depends on being courageous. It takes courage to stand up for the truth. The reason why many people do not try new aspects of ministry is because they lack courage. It takes courage to pray for the sick. It takes courage to minister the Spirit. It takes courage to launch out! What if no one is healed?

Ask God for the Spirit of Joshua. You will find yourself advancing on to higher heights when you are very courageous!

Chapter 79
Get People to Follow You Somewhere

Jesus was able to get people to follow Him. If you are a leader in the Body of Christ, you must be able to make people follow you. How do you do this?

> **And Jesus said unto them, Come ye after me, and I will make you to become fishers of men.**
>
> **Mark 1:17**

Three Steps to Make People Follow You

1. Be yourself.

When a young man proposes marriage to a young lady he is trying to get her to follow him. The proposal must come from the bottom of your heart. I did not read a speech to my wife when I proposed to her. The most successful leaders are those who are "real".

People love to hear leaders speaking naturally from their hearts rather than reading boring speeches that say all the right things. No one wants to follow a pretender!

2. Believe totally in where you are going.

You must believe in the future your leadership is creating. If you propose marriage to someone, you must believe that you are going to give yourself and the young lady a good future.

3. Go yourself where you are trying to get people to follow you.

You cannot get people to pray if you do not pray yourself. I have found it easier to make people pray by just leading them in a prayer meeting. When my people see me praying they are highly motivated to pray. Pastors who tell their members to do one thing when they do something else, often do not get good results.

Chapter 80
Mix Truth with Grace to Gain More Followers

And the Word was made flesh, and dwelt among us, (and we beheld his glory, the glory as of the only begotten of the Father,) full of grace and truth.

John 1:14

The *glory of Jesus Christ is in his presentation of truth with grace.* Truth without grace is dangerous. Truth without grace will eliminate most of the followers of Christ. Most Christians would not make the mark if God dealt with us based on only the truth. Let's face it, how many Christians really do what the pastor tells them to do? How many Christians walk in love and forgive one another? If the church were to wipe out its mistake-laden members, most churches would be empty. King David described it well in Psalm 130:3.

If thou, LORD, shouldest mark iniquities, O Lord, who shall stand?

Psalm 130:3

A good leader always combines a mixture of truth and grace when dealing with his followers. A mixture of truth and grace will allow some of your followers to straighten out and become great ministers. However, with some people, even the grace of God does not change them. I have many sons and daughters in the ministry who have turned out well after a mixture of grace and truth had been applied to their lives. Truth without grace would have eliminated many of the wonderful ministers and leaders who work with me today.

Four Examples on How to Use a Mixture of Grace and Truth

1. Jesus knew the truth about Judas but He mixed it with grace.

Jesus could have moved on Judas because He knew the truth, that Judas was a betrayer! Jesus allowed Judas to benefit from the grace of God. He mixed truth with grace to give Judas a chance but Judas ended up destroying himself.

I allow people to destroy themselves if that is their destiny. I am not in a hurry to prove anything. I believe that people will either straighten out or destroy themselves eventually. When people come to me with accusations against pastors I tell them, "If I confront this person, he will deny the accusation. I will just leave him to the grace of God and to time. If he is destined to destroy himself he will. If he is destined to straighten himself out, he will!"

2. Jesus knew the truth about Peter but He mixed it with grace.

Jesus knew that Peter was open to satanic and worldly influences but he still worked with him. Jesus did not disconnect from Peter.

But he turned, and said unto Peter, Get thee behind me, Satan: thou art an offence unto me: for thou savourest not the things that be of God, but those that be of men.

Matthew 16:23

Jesus knew the truth about Peter – that he slept at prayer meetings. But the grace of God allowed Jesus to continue to work with Peter. Jesus overlooked Peter's frailties.

And he cometh unto the disciples, and findeth them asleep, and saith unto Peter,

What, could ye not watch with me one hour?

Matthew 26:40

Jesus knew the truth about Peter. Jesus knew Peter would let Him down but He still worked with him. Jesus did not disconnect Himself from Peter. He forgave him.

Jesus answered him, Wilt thou lay down thy life for my sake? Verily, verily, I say unto thee, The cock shall not crow, till thou hast denied me thrice.

John 13:38

Jesus knew the truth about Peter, that he would leave the ministry and backslide into secular work. After all the training that Peter had received, he abandoned the ministry and went back to fishing. Jesus did not change the plans he had for Peter.

There were together Simon Peter, and Thomas called Didymus, and Nathanael of Cana in Galilee, and the sons of Zebedee, and two other of his disciples.

Simon Peter saith unto them, I go a fishing. They say unto him, We also go with thee. They went forth, and entered into a ship immediately; and that night they caught nothing.

John 21:2,3

All these bad things about Peter were true, but the glory of Christ is in the glory of truth presented with grace. And we beheld his glory, the glory as of the only begotten of the father, full of grace and truth. In the end, Peter turned out to be a great leader of the church. That is what truth mixed with grace can do.

3. Jesus knew the truth about Thomas but He mixed it with grace.

Thomas did not believe that Christ could rise from the dead. And Jesus knew it. The truth about this great apostle was that he did not believe in the resurrection. The grace of God gave Thomas another opportunity to become a believer. And he did. A mixture of grace and truth gave birth to another ardent follower.

And after eight days again his disciples were within, and Thomas with them: then came Jesus, the doors being shut, and stood in the midst, and said, Peace be unto you.

Then saith he to Thomas, Reach hither thy finger, and behold my hands; and reach hither thy hand, and thrust it into my side: and be not faithless, but believing.

And Thomas answered and said unto him, My Lord and my God.

Jesus saith unto him, Thomas, because thou hast seen me, thou hast believed: blessed are they that have not seen, and yet have believed.

John 20:26-29

4. Jesus knew the truth about the ten disciples but He mixed it with grace.

Jesus knew the truth about His disciples. He knew that His disciples would desert Him when He needed them the most.

…Then all the disciples forsook him, and fled.

Matthew 26:56

Many of Jesus' disciples went back to their secular jobs after Jesus left.

> **There were together Simon Peter, and Thomas called Didymus, and Nathanael of Cana in Galilee, and the sons of Zebedee, and two other of his disciples. Simon Peter saith unto them, I go a fishing. They say unto him, We also go with thee. They went forth, and entered into a ship immediately; and that night they caught nothing.**
>
> **John 21:2,3**

The grace of God made Jesus ignore the frailties, weaknesses and mistakes of his followers. He overlooked their faults and allowed his men to become mighty apostles. If you overlook the faults of your followers, work with them, and pray for them, you will bear more fruit.

Leadership Is the Art of Overlooking Faults

Leadership can also be described as the art of overlooking faults. It is almost impossible to effectively lead without intentionally overlooking faults, mistakes, and shortcomings of others. This is because God has called you to lead human beings and not angels. If God had called you to lead a group of angels you would not need to overlook any faults. I sometimes wonder why human beings find it so difficult to overlook the mistakes of others.

I thank the Lord for people who have accommodated and still accommodate my shortcomings. Many of the nice people I work with have faults. It is not that I don't see their shortcomings, but I realize that I must give them many opportunities to grow out of that stage. If you cut off the hands of your child because he touched something you asked him not to, would he ever grow up to become a responsible citizen? By the time he is an adult, he would have neither arms nor legs because you would have amputated all his limbs for his numerous mistakes during childhood! A leader is someone who intentionally overlooks glaring faults and gives people the opportunity to become great.

Do not give up on the people you are investing in. See into the future and know that whatever you have sown will definitely be reaped. If you have spent time teaching and training people, they will grow up to be responsible leaders. If you have invested in the lives of people, it will definitely yield something. Do not be overwhelmed by the shortcomings of those you trust. Give it some time. A leader is a father. And every father believes that one day his son will become somebody great.

Chapter 81
The Eight Greatest Decisions of a Leader

1. To be born again

The beginning of wisdom is to fear God. The very first decision of your life is to take Jesus as your Saviour. Every other decision is foolishness.

2. To be a committed Christian

You have several choices. You can be committed to education, politics or sports. A person who chooses to be committed to Christ by giving his time and energy will discover that he has made one of the greatest decisions of his life.

3. To choose the Bible as your most important book

Put all the books you know about on the left, but put the Bible on the right on its own. The Bible is different from any other book on this earth.

F.F. Bruce said on page 15 of *The New Testament Documents*, "The evidence for our New Testament writings is ever so much greater than the evidence for many writings of classical authors, the authenticity of which no one dreams of questioning. And if the New Testament were a collection of secular writings, their authenticity would generally be regarded as beyond all doubt. It is a curious fact that historians have often been much readier to trust the New Testament than have many theologians."

4. To marry the right person

The person you marry will prove to be a challenge to you. That decision is one of the most important you will ever make.

5. To choose the right church

The church you belong to makes a world of difference.

6. To follow the right person

Whether you believe it or not, everyone follows someone else. We all have spoken or unspoken heroes or mentors we look up to. The one you choose will make all the difference in your life. Paul advised his church members to follow him.

Be ye followers of me, even as I also am of Christ.

1 Corinthians 11:1

That ye be not slothful, but followers of them who through faith and patience inherit the promises.

Hebrews 6:12

7. To choose the right city, country and people to live amongst

Since your success is connected to a place, your choice of where to live is very important. Make this decision very early in your life and you will experience great success as a leader.

8. To choose your friends

Your choice of friends is one of the most important decisions of your life. Whether you like it or not, your friendships help to carve your future. Show me your friends and I will predict your future.

Chapter 82
Carefully Choose Your Mentors

Again the next day after John stood, and two of his disciples; And looking upon Jesus as he walked, he saith, Behold the Lamb of God! And the two disciples heard him speak, and they followed Jesus.

John 1:35-37

When the disciples of John found out that Jesus was the Lamb of God, they decided to follow Him. They chose Jesus Christ over John the Baptist because they recognized a greater and higher anointing. Indeed, a mentor is someone who is an advisor, guide, counsellor, teacher, and tutor to you. Your mentor is a picture of your future. There are several ways to predict the future. One of the ways is to simply look at someone's mentor. The future of these disciples changed in the day that they chose Jesus to be their mentor.

You could predict the future of Joshua by looking at his mentor, Moses. You could also predict the future of Peter, James and John by looking at their mentor, Jesus. You could predict the future of Elisha by looking at his mentor, Elijah.

Someone who has lived long, achieved a lot, worked faithfully for the Lord, and stayed successfully married would be a good mentor.

Eight Things a Leader Should Know about Mentoring

1. Not every successful person can be your mentor.

Not everyone in the world can be your mentor. God has chosen certain people to mentor you.

2. You can be mentored from afar.

Someone who does not even know you can mentor you. Most of the mentors I have do not know me personally. They have mentored me through their books and tapes.

3. Your future can be predicted by looking at your mentor.

You could predict the future of Peter, James and John by looking at their mentor, Jesus.

4. You can be mentored to a greater or lesser extent depending on how close you become to your mentor.

Jesus did not affect everyone in the same way. He had five hundred people whom he appeared to after he rose from the dead. He had one hundred and twenty people who waited for the Holy Ghost in the upper room. And he had twelve disciples who followed him everywhere. He also had a whole lot of women who ministered to him of their substance.

And it came to pass afterward, that he went throughout every city and village, preaching and shewing the glad tidings of the kingdom of God: and the twelve were with him, And certain women, which had been healed of evil spirits and infirmities, Mary called Magdalene, out of whom went seven devils, And Joanna the wife of Chuza Herod's steward, and Susanna, and many others, which ministered unto him of their substance.

Then he had Mary, his mother, and Mary Magdalene who stood by the cross during his last moments on earth. He had the inner core made out of Peter, James and John. Then he had Peter who was the head of his team. He also had John whom he loved specially.

5. Almost every successful Bible character had a mentor.

a. Jesus' mentor was the Father.

b. Jesus was the mentor of Peter, James and John.

c. Joshua's mentor was Moses.

d. Elisha's mentor was Elijah.

6. You cannot mentor a proud person.

You cannot be mentored if you are too proud to learn from another.

7. There are natural and spiritual mentors.

Moses had a natural mentor in Pharaoh. He learnt about leadership and government from Pharaoh. David also studied leadership and government in the courts of his mentor, the demonised King Saul. These were natural mentors given by God to train his servants in natural things. After this natural training, spiritual training takes place. I received my natural training from my parents and from my formal education.

My medical training has provided me with an essential part of my preparation for ministry.

8. Your mentor is a human being.

Pick the good things and leave the bad ones. When you are served with a meal, and you do not like something on the plate, you eat what you like and leave the rest!

Chapter 83
Inspire People

I have coveted no man's silver, or gold, or apparel. Yea, ye yourselves know, that these hands have ministered unto my necessities, and to them that were with me. I have shewed you all things, how that so labouring ye ought to support the weak, and to remember the words of the Lord Jesus, how he said, It is more blessed to give than to receive. And when he had thus spoken, he kneeled down, and prayed with them all. And they all wept sore, and fell on Paul's neck, and kissed him,

Acts 20:33-37

A leader is somebody who inspires the people around him. Human beings are emotional! Study closely the results of almost any election and you will discover that people vote by their emotions. Some regions in the country vote en bloc for certain individuals.

A true leader must recognize the emotional nature of human beings and must lead people with that in mind. You must be able to speak in a way that inspires people to follow you. How would you be able to lead people to give their lives to the Lord if your speeches are lifeless and emotionless? Notice how people wept after Paul finished preaching.

And they all wept sore, and fell on Paul's neck…

Acts 20:37

Decide to be an inspiring and motivational leader. Put away your lifeless speeches and speak from your heart. Practise this until you find yourself doing it naturally and easily. Once again, to do this you need to operate from the bottom of your heart. Peter said,

…such as I have give I thee…

Acts 3:6

You cannot motivate people if you yourself are not motivated. You cannot affect the emotions of anyone unless you yourself are emotional about what you are doing.

Chapter 84
Find Solutions and Solve Problems

Don't make excuses! Don't explain why the work is not done! Find solutions! Finding solutions and solving problems will distinguish you from other people. One of the last instructions I give my staff when I'm travelling is: "Solve problems, I'll be back." I am happy to have people who can solve problems. Every assignment you will ever give has problems associated with it. The man who can solve problems as they come up, is the one who is truly valuable and truly a leader!

When I give someone an assignment, I expect him to return to me having accomplished it. Unfortunately, many employees only come back with more problems. Sometimes I look at them with amazement as they tell me about all the problems that they have encountered. Most of the time, I just tell them to solve those problems, and come back with results.

The greatness of an employee is in his ability to find the solutions to all the problems that arise on the job.

Moses' assignment was to take the people out of Egypt and into the Promised Land. Surely, he ran into all sorts of problems. First, there was the Red Sea, then there was no water, then there was no food. Then they found water but it was bitter. After this, Moses began to have management problems. People began to complain and murmur. Then he had problems of insubordination with his employees and relatives. As you can see, for Moses to lead his people out of Egypt he had to be able to solve all sorts of problems.

The world is also full of unsolvable problems. There are problems everywhere; there are difficulties at every turn. Everyone is looking for someone who will be able to take them forward.

Moses stood by the Red Sea and faced a crisis. The advancing Egyptian army was breathing down his neck. How could there be a way forward? But Moses found a solution.

> **And Moses stretched out his hand over the sea; and the Lord caused the sea to go back by a strong east wind all that night, and made the sea dry land, and the waters were divided. And the children of Israel went into the midst of the sea upon the dry ground…**
>
> **Exodus 14:21,22**

If you are a pastor, one of the difficult problems that will face you is how to make your church grow. You must strive to lead the people into growth and prosperity. It is not easy, but that is the job of the leader. A successful pastor is someone who has solved the problem of making the church grow.

If you are a business person, you will be faced with the difficulty of making profits in the face of stiff competition. Your job is to lead your company into success. If you are a political leader you will be faced with corruption, industrial action and betrayal at all levels. How can you make something good out of a desperate situation? Remember that it is the leader's job to find solutions and solve problems.

Ten Problems That Great Leaders Solved

1. Isaac solved the problem of famine and hunger that occurred in his time.

Then Isaac sowed in that land, and received in the same year an hundredfold: and the Lord blessed him.

Genesis 26:12

2. Moses solved the problem of slavery that occurred in his time.

And afterward Moses and Aaron went in, and told Pharaoh, Thus saith the Lord God of Israel, Let my people go, that they may hold a feast unto me in the wilderness.

Exodus 5:1

3. Moses solved the problem of having no written laws and system of government in his time.

And it came to pass, when Moses came down from mount Sinai with the two tables of testimony in Moses' hand, when he came down from the mount, that Moses wist not that the skin of his face shone while he talked with him.

Exodus 34:29

4. Joshua solved the problem of being trapped in the wilderness for forty years.

Moses my servant is dead; now therefore arise, go over this Jordan, thou, and all this people, unto the land which I do give to them, *even* to the children of Israel.

Joshua 1:2

5. David solved the problem of the giant Goliath who threatened the existence of Israel.

And David spake to the men that stood by him, saying, What shall be done to the man that killeth this Philistine, and taketh away the reproach from Israel? for who is this uncircumcised Philistine, that he should defy the armies of the living God?

1 Samuel 17:26

6. Joseph solved the problem of the coming famine.

Let Pharaoh do this, and let him appoint officers over the land, and take up the fifth part of the land of Egypt in the seven plenteous years.

And let them gather all the food of those good years that come, and lay up corn under the hand of Pharaoh, and let them keep food in the cities.

And that food shall be for store to the land against the seven years of famine, which shall be in the land of Egypt; that the land perish not through the famine.

Genesis 41:34-36

7. Joseph solved the problem of managing the wealth of a good season.

And he gathered up all the food of the seven years, which were in the land of Egypt, and laid up the food in the cities: the food of the field, which was round about every city, laid he up in the same.

And Joseph gathered corn as the sand of the sea, very much, until he left numbering; for it was without number.

Genesis 41:48-49

8. Solomon solved the problem of finding a permanent place for worship for God's people.

So he built the house, and finished it; and covered the house with beams and boards of cedar.

1 Kings 6:9

9. Nehemiah solved the problem of the broken temple that occurred in his time.

Then answered I them, and said unto them, The God of heaven, he will prosper us; therefore we his servants will arise and build: but ye have no portion, nor right, nor memorial, in Jerusalem.

Nehemiah 2:20

10. Daniel solved the problems created by the dreams of Nebuchadnezzar and Belshazzar.

This is the dream; and we will tell the interpretation thereof before the king.

Daniel 2:36

The Master Key to Finding Solutions and Solving Problems

The master key is wisdom. The Bible teaches that Solomon was a very wise man and he became the richest man that ever lived. He became a stable political leader. He had peace and stability in his reign. These things came by the wisdom of God.

Can wisdom solve problems? The Bible teaches about a city that was in crisis. Enemy forces surrounded it and there was no hope for anyone. However, deliverance came to the city through a poor but wise man. Solutions for impossible situations come through wisdom.

There was a little city, and few men within it; and there came a great king against it, and besieged it, and built great bulwarks against it: Now there was found in it a poor wise man, and he by his wisdom delivered the city; yet no man remembered that same poor man.

Ecclesiastes 9:14,15

Two Ways to Receive Wisdom

1. Wisdom comes through reading.

Read the books of Proverbs and Ecclesiastes everyday and ask God to give you wisdom for the affairs of this life. Take it from me. Life is full of impossible situations. Life is full of problems with no solutions. That is why God raises up leaders, to help bring answers to questions that have no answers.

2. Wisdom comes through prayer.

The most important prayer for a leader is the prayer for wisdom. A leader must constantly ask God for wisdom.

If any of you lack wisdom, let him ask of God, that giveth to all men liberally, and upbraideth not; and it shall be given him.

James 1:5

Chapter 85
Be a Thinker

Every good doctor must be able to diagnose the problem of his patient. Making a diagnosis is eighty per cent of the solution. Your job as a leader is to think about the problem, listen to the story, examine the situation and come up with an analysis of what is going on. When you do not think about the work you are doing, you often cannot do it well. You must be consumed with your work, and you must think about it all the time. Anyone who does not think about his work will not do well. As someone said, "You will only be remembered for your obsession." I notice that some of my employees hardly think of the jobs that they do. Their minds are not on it. They are not obsessed, and it shows.

Six Advantages of Being a Leader Who Thinks about His Work

1. A great thinker always comes up with solutions to intractable problems.

So I returned, and considered all the oppressions that are done under the sun: and behold the tears of such as were oppressed, and they had no comforter; and on the side of their oppressors there was power; but they had no comforter.

Ecclesiastes 4:1

2. A leader who thinks about his work constantly comes up with improvement.

Again, I considered all travail, and every right work, that for this a man is envied of his neighbour. This is also vanity and vexation of spirit.

Ecclesiastes 4:4

3. A leader who thinks a lot about his work will hear the Spirit of God whispering direction.

Then I saw, and considered it well: I looked upon it, and received instruction.

Proverbs 24:32

4. A leader who thinks will be open to brilliant and life-changing ideas.

This wisdom have I seen also under the sun, and it seemed great unto me: Then said I, Wisdom is better than strength: nevertheless the poor man's wisdom is despised, and his words are not heard.

Ecclesiastes 9:13,16

5. A leader who thinks a lot will come up with new goals and visions.

I communed with mine own heart, saying, Lo, I am come to great estate, and have gotten more wisdom than all they that have been before me in Jerusalem: yea, my heart had great experience of wisdom and knowledge.

Ecclesiastes 1:16

6. A leader who thinks a lot will receive wisdom.

And I gave my heart to seek and search out by wisdom concerning all things that are done under heaven: this sore travail hath God given to the sons of man to be

exercised therewith.

Ecclesiastes 1:13

Three Keys to Becoming a Great Thinker

1. Wait on God.

2. Read books which expand your imagination and frontiers of knowledge.

3. Think more deeply about whatever you see or hear.

Allow your mind to consider issues when they come up. Do not just take things at the surface level.

I have seen the travail, which God hath given to the sons of men to be exercised in it.

Ecclesiastes 3:10

There is a sore evil which I have seen under the sun, namely, riches kept for the owners thereof to their hurt.

Ecclesiastes 5:13

Then I looked on all the works that my hands had wrought, and on the labour that I had laboured to do: and, behold, all was vanity and vexation of spirit, and there was no profit under the sun.

Ecclesiastes 2:11

I have often had to think about the state of affairs of my church. I am constantly analysing what is going on, therefore, I am constantly taking decisions. Once, I was having a discussion with one of my contractors and I told him, "I am the most important person you need to talk to about this project." I continued, "I think about this project more than the architects do."

A good leader analyses his work and it's related problems all the time. Perhaps the reason why you are ineffective as a leader is that your heart and your mind are not constantly on your assignment.

King Solomon analysed the problem of poverty around him. He concluded (diagnosis) that much of the problem was caused by lack of hard work. He figured out that if he could deal with sleep and folding of arms there would be more prosperity.

Then I saw, and considered it well: I looked upon it, and received instruction. Yet a little sleep, a little slumber, a little folding of the hands to sleep: So shall thy poverty come as one that travelleth; and thy want as an armed man.

Proverbs 24:32-34

Chapter 86
Reproduce Yourself in Others

Thou therefore, my son, be strong in the grace that is in Christ Jesus.

2 Timothy 2:1

Being a good leader involves reproducing yourself in others. God made us in his image. He reproduced images of himself in us. When he sees us walking, he can see himself.

If you have a forty-year-old son who depends on you for everything, you have failed as a leader. But if you have a forty-year-old son who does not need you anymore to survive, then you have successfully trained up your child. Leadership is not the art of making a whole lot of people dependent on one person.

Jesus, the perfect leader, was constantly preparing his disciples for the time when he would no longer be with them. A good leader is someone who is reproducing himself in others so that he is no longer essential. Jesus used phrases like, "When the time shall come", "In a little while" and "In that day". What day was he referring to – the day when he would no longer be around. Every leader must prepare himself for that day.

> But these things have I told you, that when the time shall come, ye may remember that I told you of them. And these things I said unto you at the beginning, because I was with you. But now I go my way to him that sent me…
>
> John 16:4,5
>
> A little while, and ye shall not see me…
>
> John 16:16
>
> And in that day ye shall ask me nothing…
>
> John 16:23

The better your leadership, the more sons and daughters you will have. Your absence will not matter because you have reproduced yourself in so many others.

Five Ways to Reproduce Yourself in Others

1. Be a father.

When you have the heart of a father, those that relate with you will naturally relate to you as sons.

2. Be a teacher.

Do not assume that people will learn things by osmosis. You must actually teach them what you want them to know.

3. Be a friend.

Through friendship you will informally pass on many lessons.

4. Expose them to the challenges of ministry.

Experience teaches you what a hundred years of schooling cannot.

5. Send them into the ministry.

There are certain things people will never learn until they are sent.

> **To Titus, mine own son after the common faith… For this cause left I thee in Crete, that thou shouldest set in order the things that are wanting, and ordain elders in every city, as I had appointed thee:**
>
> **Titus 1:4,5**

Chapter 87
Be a Can-Do Leader

And Caleb stilled the people before Moses, and said, Let us go up at once, and possess it; for we are well able to overcome it.

Numbers 13:30

Twenty-Five Statements of a Can-Do Man

1. All things are possible.

For with God nothing shall be impossible.

Luke 1:37

2. Let us work hard.

3. Let us try it. Let us give it a chance.

4. We have nothing to lose.

Then Elisha said, Hear ye the word of the LORD; Thus saith the Lord, Tomorrow about this time shall a measure of fine flour be sold for a shekel, and two measures of barley for a shekel, in the gate of Samaria. Then a lord on whose hand the king leaned answered the man of God, and said, Behold, if the

LORD would make windows in heaven, might this thing be? And he said, Behold, thou shalt see it with thine eyes, but shalt not eat thereof.

And there were four leprous men at the entering in of the gate: and they said one to another, Why sit we here until we die?

2 Kings 7:1-3

5. Let us copy the one who has done it successfully.

That ye be not slothful, but followers of them who through faith and patience inherit the promises.

Hebrews 6:12

6. I will do it even if no one helps me.

7. We are as good as those who have done it.

8. It is not too late to learn something new.

9. Let us make the change now.

10. It is not too late to start.

11. Let us start right now.

12. Let us work until it is finished.

13. Let us not go home till we have accomplished it.

14. I will never give up.

15. I have no time for the opposition.

16. God is the same; he will help us in the same way.

Jesus Christ the same yesterday, and to day, and for ever.

Hebrews 13:8

17. Why not?

18. I will survive.

19. I will shine.

20. I will not stay down forever.

Rejoice not against me, O mine enemy: when I fall, I shall arise; when I sit in darkness, the Lord shall be a light unto me.

Micah 7:8

21. My enemies will be disappointed.

22. I want your opinion.

When Jesus came into the coasts of Caesarea Philippi, he asked his disciples, saying, Whom do men say that I the Son of man am?

Matthew 16:13

23. Though my beginning is small, my end shall be great.

24. Let us go.

25. Let us try the new plan.

Secrets of the Can-Do Leader

1. A can-do leader does not mind being in the minority.

But the men that went up with him said, We be not able to go up against the people; for they are stronger than we.

Numbers 13:31

2. A can-do leader has an independent opinion about what to do.

And Caleb stilled the people before Moses, and said, Let us go up at once, and possess it; for we are well able to overcome it.

Numbers 13:30

3. A can-do leader sees good and positive things.

And they spake unto all the company of the children of Israel, saying, The land, which we passed through to search it, is an exceeding good land.

Numbers 14:7

4. A can-do leader goes into action at once.

And Caleb stilled the people before Moses, and said, Let us go up at once, and possess it; for we are well able to overcome it.

Numbers 13:30

5. A can-do leader knows that every project can, and should start immediately if it is to succeed.

And Caleb stilled the people before Moses, and said, Let us go up at once, and possess it; for we are well able to overcome it.

Numbers 13:30

He knows that visions often die when they are delayed.

6. A can-do leader is loyal to his father.

Joshua was faithful to Moses.

And Joshua the son of Nun, and Caleb the son of Jephunneh, which were of them that searched the land, rent their clothes:

Numbers 14:6

7. A can-do leader does not allow negative people to influence him, but he rather influences them.

And Joshua the son of Nun, and Caleb the son of Jephunneh, which were of them that searched the land, rent their clothes:

Numbers 14:6

8. A can-do leader has faith in God.

If the Lord delight in us, then he will bring us into this land, and give it us; a land which floweth with milk and honey.

Numbers 14:8

9. A can-do leader is ready to fight.

10. A can-do leader is ready to die.

11. A can-do leader is ready to take a risk.

12. A can-do leader does not see himself as a grasshopper.

And there we saw the giants, the sons of Anak, which come of the giants: and we were in our own sight as grasshoppers, and so we were in their sight.

Numbers 13:33

13. A can-do leader is unpopular when he is in a backward and unprogressive community.

But all the congregation bade stone them with stones. And the glory of the Lord appeared in the tabernacle of the congregation before all the children of Israel.

Numbers 14:10

14. A can-do leader is not intimidated by the enemy.

Only rebel not ye against the Lord, neither fear ye the people of the land; for they are bread for us: their defence is departed from them, and the Lord is with us: fear them not.

Numbers 14:9

15. A can-do leader has a spirit of boldness.

16. A can-do leader has a spirit of adventure and discovery that leads to development.

17. A can-do leader will be vindicated in the long run.

But all the congregation bade stone them with stones. And the glory of the Lord appeared in the tabernacle of the congregation before all the children of Israel.

Numbers 14:10

Chapter 88
Accept the Reality of Loneliness

At my first answer no man stood with me, but all men forsook me: I pray God that it may not be laid to their charge.

2 Timothy 4:16

The very nature of leadership makes you a lonely person. To be a leader means to be ahead of the crowd. Leaders are lonely people. Many decisions are left to them. They have no one to help them when it comes to certain things.

Loneliness is the way of all leaders. They often have no one to share their problems with. They cannot voice their fears openly. Many followers feel that their leaders are fearless but any honest leader will tell you about real fears that ravage his mind on a daily basis.

Many followers think that their leaders will live forever. But the leader often fears that he could die suddenly. Who can the leader speak to about his marital problems? Who would understand that the pastor also has a problem? No one! This is what makes leaders lonely. Leaders must fellowship with other leaders. All they have is each other.

When a leader comes up with a new vision, old friends often back off. Once again, the leader is left all alone. When the Lord was sending a message to the churches in Asia, the message was sent to the leaders of the churches. Leaders are often alone when they hear God speaking to them. The Bible tells us how Moses went up into the mountain and waited on God for forty days and forty nights.

The word "consecration" means "to be set apart". If you have been consecrated as a leader, it means that you have been set apart in many ways. That is the responsibility of a leader. This is the reason why leaders are often paid much more than followers. It is an attempt to compensate them for the cost of leadership.

Eight Leaders Who Experienced Loneliness

1. Jesus prayed alone in the garden of Gethsemane whilst everyone else slept.

And he went a little farther, and fell on his face, and prayed, saying, O my Father, if it be possible, let this cup pass from me: nevertheless not as I will, but as thou wilt. And he came and found them asleep again: for their eyes were heavy. And he left them, and went away again, and prayed the third time, saying the same words.

Matthew 26:39,43,44

He went to the cross alone whilst everyone ran away.

Then all the disciples forsook him, and fled.

Matthew 26:56b

2. Elijah was alone in the wilderness when he was fed by ravens.

That is where he heard the call of God.

But he himself went a day's journey into the wilderness, and came and sat down under a juniper tree: and he requested for himself that he might die; and said, It is enough; now, O Lord, take away my life; for I am not better than my fathers. And as he lay and slept under a juniper tree, behold, then an angel touched him, and said unto him, Arise and eat.

1 Kings 19:4,5

3. John the Baptist lived a lonely life in the wilderness.

He was described as a voice crying in the wilderness.

As it is written in the book of the words of Esaias the prophet, saying, The voice of one crying in the wilderness, Prepare ye the way of the Lord, make his paths straight.

Luke 3:4

Do not be depressed if you seem to be a lonely voice in a wilderness. It is part of the call to leadership.

4. David spent many lonely years running away from King Saul.

Even outsiders noticed that he was alone.

Then came David to Nob to Ahimelech the priest: and Ahimelech was afraid at the meeting of David, and said unto him, Why art thou alone, and no man with thee?

1 Samuel 21:1

5. Jonah was the only person cast out of the ship.

He went alone into the belly of the fish. He prayed out of that dark hole and God heard him.

Then Jonah prayed unto the Lord his God out of the fish's belly,

Jonah 2:1

6. Noah was the only one who went into the ark.

The whole world was full of wickedness. Not even one other human family went along with him.

And the Lord said unto Noah, Come thou and all thy house into the ark; for thee have I seen righteous before me in this generation.

Genesis 7:1

7. Abraham was selected out of his family.

God separated him into a life of loneliness away from the country and the family that he knew.

Now the Lord had said unto Abram, Get thee out of thy country, and from thy kindred, and from thy father's house, unto a land that I will show thee:

Genesis 12:1

8. Moses was alone when he met the Lord in a burning bush.

He was also alone when he went up onto the mountain.

And Moses alone shall come near the Lord: but they shall not come nigh; neither shall the people go up with him.

Exodus 24:2

Chapter 89
Don't Forget Those Who Helped You

And thou shalt remember all the way which the LORD thy God led thee these forty years in the wilderness, to humble thee, and to prove thee, to know what was in thine heart, whether thou wouldest keep his commandments, or no.

Deuteronomy 8:2

The Lord took the Israelites out of Egypt and warned them about forgetting all that he had done for them.

In the natural world, it is important to remember whose seed you are. It is important to remember your mother and your father. Remember the provision they made for you. You must remember who helped you to go to school and who put food on your plate for many years. Unfortunately, with the passage of time many people forget where they came from. They also forget how they came to have the blessings they have. Others want people to think that they are self-made and have had no input from anywhere.

When thou hast eaten and art full, then thou shalt bless the Lord thy God for the good land which he hath given thee. Beware that thou forget not the Lord thy God, in not keeping his commandments, and his judgments, and his statutes, which I command thee this day: Lest when thou hast eaten and art full, and hast built goodly houses, and dwelt therein; And when thy herds and thy flocks multiply, and thy silver and thy gold is multiplied, and all that thou hast is multiplied; Then thine heart be lifted up, and thou forget the Lord thy God…

Deuteronomy 8:10-14

A good leader is someone who remembers who inspired, motivated and influenced him. A good leader is someone who remembers his teachers. One of the first tenets of the physician's oath speaks of doctors remembering their teachers. Remembrance is important in every sphere of life. A good leader remembers the one who believed in him when he was nothing. A good leader remembers the one who helped him financially, and advised him.

When leaders forget, they often become rebellious. Pastors who have bad memories often do not preach well because they cannot give testimonies of what God has done. My preaching is full of testimonies of what the Lord has brought me through. A leader who has a bad memory lacks true compassion. He cannot remember where he came from. When he sees someone in the same state he had been in a few years before, he cannot relate with the person. This is unfortunate! The Bible teaches us that God brings us through situations so that we will be able to help others one day.

And whether we be afflicted, it is for your consolation and salvation… or whether we be comforted, it is for your consolation and salvation.

2 Corinthians 1:6

Paul said very clearly, that the experiences that he had had were for the benefit of others. A dangerous feature of a leader with a bad memory is that he may mock those who once helped him. He may even despise those below him.

All these traits have dangerous consequences. This is why I am teaching that a good leader must have a good memory. I try to remember the difficult times I have had in ministry. I try to remember the mistakes I have made in ministry. It gives me a lot of compassion for those coming after me. I remember the days I was ridiculed and criticized by all and sundry because I had begun a new church. That is why I am very sympathetic towards up and coming pastors.

Chapter 90
Translate Your Visions into Reality

Where *there* is no vision, the people perish: …

Proverbs 29:18

Visions give life to a leader. I always pray for visions and dreams so that I can know what to do. What dreams do you have? If you are a leader, you will be able to make those dreams a reality. Everyone has dreams. But when a leader dreams it must become a reality. I have a dream of many souls being saved. I have a dream of many churches being established. I have a dream of fulfilling my ministry. I believe I can see these dreams come to pass.

What are you doing about your dreams? If there is a leader in you, rise up and pay the price to have your dreams come true.

Why Your Visions And Dreams Are Important

1. Your visions and dreams are from the Holy Spirit. You cannot ignore something that is from God.

> But this is that which was spoken by the prophet Joel;
>
> And it shall come to pass in the last days, saith God, I will pour out of my Spirit upon all flesh: and your sons and your daughters shall prophesy, and your young men shall see visions, and your old men shall dream dreams:
>
> Acts 2:16-17

2. Your visions and dreams are a picture of God's destiny for you. They are given by God to lead you to His will.

> And Joseph dreamed a dream, and he told it his brethren: and they hated him yet the more.
>
> Genesis 37:5

3. Your visions and dreams will make you do the right things and cause you to take the right decisions for your life. If you follow these visions and dreams, you will be forced to relate to certain people and accept certain things in your life.

> And he dreamed yet another dream, and told it his brethren, and said, Behold, I have dreamed a dream more; and, behold, the sun and the moon and the eleven stars made obeisance to me.
>
> Genesis 37:9

Chapter 91
Go in First and People Will Follow You Anywhere

Then said Jesus unto his disciples, If any man will come after me, let him deny himself, and take up his cross, and follow me.

Matthew 16:24

Now I have prepared with all my might for the house of my God the gold for things to be made of gold, and the silver for things of silver, and the brass for things of brass, the iron for things of iron, and wood for things of wood; onyx stones, and stones to be set, glistering stones, and of divers colours, and all manner of precious stones, and marble stones in abundance.

Moreover, because I have set my affection to the house of my God, I have of mine own proper good, of gold and silver, which I have given to the house of my God, over and above all that I have prepared for the holy house,

1 Chronicles 29:2-3

Then the chief of the fathers and princes of the tribes of Israel, and the captains of thousands and of hundreds, with the rulers of the king's work, offered willingly,

1 Chronicles 29:6

And they with whom precious stones were found gave them to the treasure of the house of the Lord, by the hand of Jehiel the Gershonite.

1 Chronicles 29:8

If you go anywhere yourself, people will be prepared to follow you there. In 1990 I left my medical profession and followed the road of ministry. Today there are several other doctors who have followed me on the same road. Whether they would prosper or not in the ministry did not matter. They were led to take up their crosses and go anywhere it would lead. Why have other doctors and professionals followed me on this road? Because I went in first and called for them to come after me!

The master key to leading people anywhere is to walk the road yourself. Jesus never told his disciples to do things that he himself did not do.

When a young lady decides to follow a young man for the rest of her life, she is actually following him anywhere. Do you remember the marriage vows? "For better or for worse, in prosperity and adversity." Marriage is convincing someone to follow you anywhere. The thing about marriage is that you go in together.

Today, I want you to ask yourself whether you are really a leader. Are people prepared to follow you into prosperity or adversity? Have you wondered why your followers do not do certain things? Perhaps you haven't set the example. They fear to go where no man has tread. They think to themselves, "If you won't go, why should I go?"

Jesus was such a good leader that he got his disciples to follow him to the cross. He actually told them, "Take up your cross and follow me." In other words, "let's go to the morgue and lay down together". He had the authority to say this because he himself had taken up the cross. Convince people to go anywhere by going first.

Develop the art of naturally convincing people to follow you anywhere that it is necessary to go to.

> **Peter said unto him, Though I should die with thee, yet will I not deny thee. Likewise also said all the disciples.**
>
> **Matthew 26:35**

Jesus was a good leader. He was able to get his disciples to the point where they were able to follow him even unto death.

Chapter 92
Make Your Followers Love You. Make Sure They Don't Resent You

A good leader is surrounded by willing servants. A good leader is surrounded by people who are glad to carry out his wishes. If you are a leader, look into the eyes of those who follow you. Are those eyes gleaming with eagerness or do they radiate resentment and bitterness? King David was surrounded by many mighty men. Many of them would have laid down their lives for him if he had asked them to.

> **And David longed, and said, Oh that one would give me drink of water of the well of Bethlehem, which is by the gate! And the three mighty men brake through the host of the Philistines, and drew water out of the well of Bethlehem, that was by the gate, and took it, and brought it to David: nevertheless he would not drink thereof, but poured it out unto the Lord.**
>
> **2 Samuel 23:15,16**

What made David's men so ready to give up their lives so that he could have a drink of water? Look into the eyes of the people you want to lead. Do they love you? Are they genuinely happy to be with you and to follow you? What can you do to make the people who are following you genuinely willing to obey and to flow with you? All human beings have the unspoken desire to feel important, loved and respected.

How to Make Your Followers Love You and Not Resent You

1. Make people feel that they are genuinely respected by you.

Once a feeling of self-worth and genuine respect is there, you have gone a long way in making your followers love you. People naturally love those who respect them.

2. Transform the people who follow you into eminent, distinguished, celebrated and impressive men.

Jesus transformed his followers into the great apostles that we know them to be. He promised them mansions in Heaven as well as many other rewards. That's how Jesus treated his followers. No wonder they died for him.

A true leader wants the people he is leading to become great. When the people you lead feel that in following you they will become great in this life, they will be very willing to stay close. Ask yourself this question: Are the people who are following you going to amount to anything? Will they become great? Can they prosper in the system you have created? Can they become mighty men in the ministry you are leading? Is it the case that you are the only one who will ever experience a certain level of significance in ministry?

3. Sacrifice for your followers.

A true leader has willing followers. Decide from today to make the people around you enthusiastic about their jobs and their association with you. In order to do this you will have to sacrifice to make them happy. You must give them a future and a hope. When a congregation sees

a pastor constructing a church building for them they become far more enthusiastic about the church. But if they only see the pastor acquiring nice things for himself, their readiness to flow with him will be severely compromised. *Pay good salaries and make sure that everyone who works for you has a home, cars and enough money.*

Chapter 93
Watch out for Discontentment and Deal with it Decisively

Discontentment will scatter your followers. Anyone who loses an election loses it because people are no longer content with his leadership. "To be content", means "to be *satisfied, gratified, appeased and delighted"*, with something. It also means "to be *thrilled, tickled, bewitched, captivated, charmed and enraptured"*, with what you have. Monitor the level of contentment of your followers at all times. I want to work with people who are thrilled, captivated, charmed and enraptured by their job with me in the ministry.

Discontentment is an evil spirit that needs to be dealt with. You cannot lead people who are not thrilled, satisfied and delighted to be with you. No circumstance is perfect. Contentment is a product of the heart and not a product of one's circumstances. I know people who do not have much but are very happy.

Manifestation of Discontentment

The single greatest manifestation of discontentment is grumbling and murmuring. Discontented people compare things that they should not compare.

> **…but they measuring themselves by themselves, and comparing themselves among themselves, are not wise.**
>
> **2 Corinthians 10:12**

Whenever people focus on what others have, they become discontented. In the story below, the master had promised good wages to his workers. Initially, they did not complain about the salary because they thought it was fair. At the end of the day, however, new workers were employed who were given the same wages.

> For the kingdom of heaven is like unto a man that is an householder, which went out early in the morning to hire labourers into his vineyard. And when he had agreed with the labourers for a penny a day, he sent them into his vineyard. And he went out about the third hour, and saw others standing idle in the marketplace, And said unto them; Go ye also into the vineyard, and whatsoever is right I will give you. And they went their way.
>
> Again he went out about the sixth and ninth hour, and did likewise. And about the eleventh hour he went out, and found others standing idle, and saith unto them, Why stand ye here all the day idle? They say unto him, Because no man hath hired us. He saith unto them, Go ye also into the vineyard; and whatsoever is right, that shall ye receive.
>
> So when even was come, the lord of the vineyard saith unto his steward, Call the labourers, and give them their hire, beginning from the last unto the first. And when they came that were hired about the eleventh hour, they received every man a penny. But when the first came, they supposed that they should have received more; and they likewise received every man a penny.
>
> And when they had received it, they murmured against the goodman of the house, Saying, These last have wrought but one hour, and thou hast made them equal unto us, which have borne the burden and heat of the day. But he answered one of them, and said, Friend, I do thee no wrong: didst not thou agree with me for a penny? Take that thine is, and go

thy way: I will give unto this last, even as unto thee. Is it not lawful for me to do what I will with mine own? Is thine eye evil, because I am good?

Matthew 20:1-15

Suddenly, discontentment reared its ugly head. The original team of workers were no longer happy with their wages. Many people are content with what they have until they look next door to see what someone else has. I am happy with what God has given me. I may not have what Benny Hinn, Oral Roberts or T.D. Jakes have, but I am content with what God has given me. If I start to compare myself with some of these people I may begin to think that I am inadequate. If you start to compare yourself with someone else, you will degenerate into discontentment. You become a complainer, a doubter and an ungrateful person.

Be a wise leader and detect this canker as soon as it shows up. Your followers are not equal and it is not possible to reward everyone with the same package. As soon as your followers begin to grumble and complain, like Moses, you may lose control and your mission may fail.

Three Ways to Deal with Discontentment

1. Give good salaries and wages and be confident that people are getting something good.

If people are generally not receiving enough remuneration, they have a genuine cause to be discontented. Within the limits of your context, give people a good remuneration. Those who follow you must not only be hopeful for the future, they must be satisfied now. If you are the manager of a company, ask yourself whether your workers are happy in the now. It is nice to have flowery promises for the future but what about now? Jesus not only promised blessings for the future; He offered contentment and satisfaction for the now!

Then Peter began to say unto him, Lo, we have left all, and followed thee. And Jesus answered and said, Verily I say unto you, there is no man that have left house, or brethren, or sisters, or father, or mother, or wife, or children, or lands, for my sake, and the gospels, But he shall receive an hundredfold now in this time, houses, brethren, and sisters, and mothers, and children, and lands, with persecutions; and in the world to come eternal life.

Mark 10:28-30

There were houses and prosperity for the now and there was eternal life for the future. If you want to be a successful manager, offer something now and have a promise for the future. That was the strategy of Jesus. Thank God for the promises of the future. But people want something now as well!

2. Teach about contentment.

Teaching the Word of God fights the deception that comes from Satan. Teaching will always heal the curable traces of discontentment in your organization.

And having food and raiment let us be therewith content.

1 Timothy 6:8

Let your conversation be without covetousness; and be content with such things as ye have: for he hath said, I will never leave thee, nor forsake thee.

Hebrews 13:5

3. Recognize incurable discontentment and dismiss those affected.

> **Blessed is the man that walketh not in the counsel of the ungodly, nor standeth in the way of sinners, nor sitteth in the seat of the scornful.**
>
> **Psalm 1:1**

There are some people who love money so much that nothing you do for them will ever be satisfactory.

> **He that loveth silver shall not be satisfied with silver; nor he that loveth abundance with increase...**
>
> **Ecclesiastes 5:10**

Such people receive high salaries and more benefits but do not show any gratitude. When they receive an extra bonus or gift, they just make some unintelligible remark such as, "I'll take it like that!" In other words, "It's not good enough but I'll manage!"

I once had some employees who were constantly grumbling about their salaries. I discerned that they were suffering from incurable discontentment. One day I called them up and said to them, "I think you people are not happy with your salaries."

I asked my administrator to sort out a nice settlement package for them and sent them off. After some months of being in the secular labour market, one of them came back to me and said, "I now realize that when I was with you, I had one of the best jobs in the country." I was glad that this revelation had finally come. Some people are cured of their discontentment only after experiencing the realities of life.

Chapter 94
Waste No Time on Critical People
Twenty Things Every Leader Should Know about Criticism and Critical People

1. A critical person is someone who sees nothing good in what you do.

How could those who criticized Jesus not have heard or seen his powerful teaching and miracles? A critical person sees nothing good in whatever you do. That is how political parties in the opposition behave. No matter what, they see nothing good in the ruling party.

2. Critical people are often frustrated people who have failed in life.

Frustration creates bitterness. Bitterness is made manifest by criticism.

3. Critical people are often disappointed and disillusioned in their personal lives.

Do not forget to ask a few questions about the one who is criticizing you most. You will be amazed to find that he or she is an immoral, lying and stealing individual.

4. Critical people are often people who build their lives by destroying others.

These people have not succeeded at anything. All they try to do is to pull down everyone to their level of non-achievement.

5. Critical people do not often live long.

The Bible is very clear on this principle. If you love life, keep your mouth from saying the wrong things.

> **For he that will love life, and see good days, let him refrain his tongue from evil, and his lips that they speak no guile:**
>
> **1 Peter 3:10**

6. Critical people often have psycho-social problems.

Such people are often rejected and unloved people who have not had the love of a father or mother. Their criticism is often a cry for attention.

7. Jesus did not answer His critics.

Jesus responded to the hunger and thirst of the multitudes and not to the hatred of his enemies.

> **And as soon as he knew that he belonged unto Herod's jurisdiction, he sent him to Herod, who himself also was at Jerusalem at that time. And when Herod saw Jesus, he was exceeding glad: for he was desirous to see him of a long season, because he had heard many things of him; and he hoped to have seen some miracle done by him. Then he questioned with him in many words; but he answered him nothing. And the chief priests and scribes stood and vehemently accused him.**
>
> **Luke 23:7-10**

8. Criticism is part of the ministry.

There is nothing like ministry without criticism. Jesus was perfect. If he was criticized, accused and murdered what do you think will happen to someone like you who is not perfect?

9. It is not possible to minister without accusation.

It is part of the package. Jesus promised rewards with persecution.

> **But he shall receive an hundredfold now in this time, houses, and brethren, and sisters, and mothers, and children, and lands, with persecutions; and in the world to come eternal life.**
>
> **Mark 10:30**

10. Someone said, "Criticism is the death gargle of a non-achiever."

Think about that!

11. I am yet to meet a critical individual who is a good person.

Criticism seems to be a symptom of many other evils stored within an individual. It is people who are defiled and unbelieving who see impurities in everything.

> **Unto the pure all things are pure: but unto them that are defiled and unbelieving is nothing pure; but even their mind and conscience is defiled.**
>
> **Titus 1:15**

12. Critical people are often trying to lure you into an argument or a debate.

Do not be deceived. Satan wants your emotions to be worked up because of unbelievable accusations and criticisms.

13. Critical people are often trying to trap you through your words.

Critics are full of suspicion. They suspect you of all sorts of evils. They want further evidence to justify their suspicions.

14. You can learn something from your critics.

Your friends are not likely to point out your mistakes. Your enemies are more likely to magnify your shortcomings in an attempt to bring you down. It is worth taking note of what they say, so that you can make the necessary adjustments.

15. Enemies do not give "constructive" criticism.

Your enemy is not trying to build up (construct) your life. How can he give you anything "constructive"? It is not wrong to label everything that comes from your enemy as destructive. Decide to pick wisdom and direction from this dangerous criticism without being contaminated.

16. Refuse to listen to certain criticisms because they are arrows of accusation intended to injure your heart.

Keep your heart with all diligence for out of it are the issues of life.

17. Critical people are often ignorant.

Much criticism is based on incomplete information. Many critical people are ignoramuses.

18. Critical people are often inexperienced.

Much criticism comes from the mouths of men of straw. These are men of no substance. They have neither knowledge nor experience.

19. Critical people minister poison which spreads to those who hear it.

The people who criticize you, often hate you deeply. They want others to hate you as well.

20. Your response to every criticism should be, "Full stop and back to you!"

This is what my children advise!

Chapter 95
Familiarity Is a Leadership Emergency, Deal with It Urgently
Twenty Things Every Leader Should Know about Familiarity

1. Familiarity is the disease that kills the ministry of a prophet.

> But Jesus said unto them, A prophet is not without honour, but in his own country, and among his own kin, and in his own house.
>
> Mark 6:4

2. It was the most powerful antagonist to the anointing on Jesus' ministry.

> And he could there do no mighty work, save that he laid his hands upon a few sick folk, and healed them.
>
> Mark 6:5

3. Familiarity is a product of frequent interaction with a leader.

> …From whence hath this man these things? and what wisdom is this which is given unto him, that even such mighty works are wrought by his hands? Is not this the carpenter, the son of Mary, the brother of James, and Joses, and of Juda, and Simon? and are not his sisters here with us? And they were offended at him.
>
> Mark 6:2,3

4. Familiarity is a product of much knowledge of a leader.

This is why every leader should maintain some degree of privacy and mystique.

> And he could there do no mighty work, save that he laid his hands upon a few sick folk, and healed them.
>
> Mark 6:5

5. Familiarity incubates contempt and disrespect.

The inhabitants of Jesus' hometown were angered at his preaching. They were not neutral. They were outraged and thought that Jesus should be silenced.

> And all they in the synagogue, when they heard these things, were filled with wrath, And rose up, and thrust him out of the city, and led him unto the brow of the hill whereon their city was built, that they might cast him down headlong.
>
> Luke 4:28,29

6. Friendship incubates familiarity.

Jesus' friendship with Peter created a problem of familiarity. This showed up when Jesus asked Peter his opinion about his ministry.

> He saith unto them, But whom say ye that I am? And Simon Peter answered and said, Thou art the Christ, the Son of the living God. And Jesus answered and said unto him, Blessed art thou, Simon Barjona: for flesh and blood hath not revealed it unto thee, but my

Father which is in heaven.

Matthew 16:15-17

Peter thought he had the right to say things he did not even understand.

7. Promotion incubates familiarity.

Jesus promoted Peter to be the head of the church.

And I say also unto thee, That thou art Peter, and upon this rock I will build my church; and the gates of hell shall not prevail against it.

Matthew 16:18

Sometimes when people are elevated a little they feel that they are equal to their seniors and teachers. This is unfortunate.

8. Familiarity is detected when subordinates make comments about certain things.

This is presumptuous. The fact that your leader has discussed personal things with you does not mean that you should step out of order.

9. Familiarity is detected when a subordinate attempts to correct his leader.

Peter began to feel "extra free". He thought that he could now correct Jesus.

Then Peter took him, and began to rebuke him, saying, Be it far from thee, Lord: this shall not be unto thee.

Matthew 16:22

Although a leader needs his fair share of correction, the subordinate is not qualified to do this.

10. Familiarity is detected when a follower attempts to direct his leader.

Peter began to make pronouncements about the ministry of Jesus. Peter thought that his friendship with Christ gave him the authority to direct and to correct Jesus. He thought that his conversation about people's opinions of Christ made him an opinion-holder. Perhaps he thought that Jesus needed his input.

11. Be quick to detect subtle indications of familiarity.

Jesus was very quick to notice that Peter was out of order.

I once entered my office and there was a junior pastor holding a meeting with some other pastors. He was sitting in my chair behind my desk and everyone else was sitting around him. He was teaching them something just as if I was conducting the meeting. As soon as I saw him, I knew that something was wrong. I immediately said to him, "Never sit on that chair again. Never sit behind that desk again!" Then I told everyone, "If I am not here, no one should ever sit behind my desk or on my chair."

12. In unambiguous terms, bring down to size every follower who is too familiar.

Suddenly, Jesus was transformed from a kind and gentle Jesus into a Jesus of steel. He rebuked His close friend and associate in the harshest possible way. He called Peter "Satan"! Think about that! Peter was brought down to size instantaneously.

13. Address and confront familiarity anywhere you find it.

There are times I sense familiarity when I am preaching. I address it and make everyone aware of that evil spirit.

14. Yawning is a distinctive sign of familiarity.

Preachers and teachers must watch out for yawning, especially when the yawns come at the beginning of the message. Watch out for "early yawners", they are usually suffering from familiarity.

15. Like Jesus, every leader should avoid the places where familiarity has taken root.

After Jesus detected a spirit of familiarity in Nazareth, he moved his headquarters to Capernaum.

> And came down to Capernaum, a city of Galilee, and taught them on the sabbath days.
>
> Luke 4:31

16. Every leader should spend more time where he is celebrated and welcomed with joy and excitement.

Like Jesus, every leader should avoid the places where familiarity has taken root.

17. Make clear distinctions between the leaders and the followers to prevent familiarity.

Jesus slept in the boat whilst his disciples rowed and worked hard.

> Now it came to pass on a certain day, that he went into a ship with his disciples: and he said unto them, Let us go over unto the other side of the lake. And they launched forth. But as they sailed he fell asleep: and there came down a storm of wind on the lake; and they were filled with water, and were in jeopardy.
>
> Luke 8:22,23

Jesus rode on a donkey whilst his disciples walked. Jesus did not hire twelve donkeys so that they could all ride.

18. Draw boundaries so that you will ensure some level of privacy.

Privacy drives away familiarity. If everyone knows everything about you, do not be surprised that they will be so familiar.

19. Break the monotony. Introduce new ideas. Monotony incubates familiarity.

Repetitiveness, dullness and uniformity are the perfect context for familiarity. The same sermons in the same way from the same person at the same time have a way of incubating familiarity.

When the people wanted Jesus to come and preach in the same way, he refused to enter their monotonous pattern and decided to go to the next city. He knew that they would soon be yawning at him so he decided to travel.

It is good to have annual programs for instance, but at times it is necessary to break the monotony.

And when they had found him, they said unto him, All men seek for thee. And he said unto them, Let us go into the next towns, that I may preach there also: for therefore came I forth. And he preached in their synagogues throughout all Galilee, and cast out devils.

Mark 1:37-39

20. Don't always do what people are eXpecting you to do.

The same people who impress upon you to do what you have been doing all the time are those who become familiar. It is because people know what you are going to do that they become familiar. Remember: too much knowledge incubates familiarity. Sometimes a prayer meeting or a worship session instead of the expected sermon will help to break the familiarity.

Chapter 96
Fight Only Battles You Can Win

And David arose, and fled that day for fear of Saul, and went to Achish the king of Gath. And the servants of Achish said unto him, Is not this David the king of the land? did they not sing one to another of him in dances, saying, Saul hath slain his thousands, and David his ten thousands?

And David laid up these words in his heart, and was sore afraid of Achish the king of Gath. And he changed his behaviour before them, and feigned himself mad in their hands, and scrabbled on the doors of the gate, and let his spittle fall down upon his beard.

Then said Achish unto his servants, Lo, ye see the man is mad: wherefore then have ye brought him to me? Have I need of mad men, that ye have brought this fellow to play the mad man in my presence? shall this fellow come into my house?

1 Samuel 21:10-15

In this story, David realized that he was not in the position to fight the king. He changed his behaviour and pretended to be mad. He even pretended to join the side of the Philistines. A real leader does not engage in battles he cannot win. Jesus himself taught that you must count the cost before you go to war. I have observed pastors engage in building projects that they can never finish. All they are doing is fighting a battle they cannot win.

Failure breeds failure. Success breeds success. Each failure you chalk, demoralizes your followers. You must avoid getting into a "failure" situation as much as you would avoid a snake.

A real leader needs to know which case should go to court. You should not bother fighting certain things in court. I personally know people who have committed crimes against my church and me. I even have evidence to that effect, but I have decided not to fight them legally. Why is this? I know when I will not win a fight!

Why waste your time playing a match in which the referee is a player against you? Every wise leader should avoid a match in which the referee and the linesmen are openly for the other team! Whenever you are about to score, they will whistle, "off-side"! Whenever *they* are about to score, the whistle will be blown for a penalty against you. The fact is that you lost the match before it even started. You may even be scored a record 100-0 and enter the Guinness Book of Records for your efforts.

When the seed of disloyalty enters the heart of a betrayer, it is often a waste of time trying to change his mind. Have you ever wondered why Jesus never counselled Judas Iscariot? It was not worth the time!

Whenever somebody hands in a resignation, I often ask no questions. Why waste your time trying to change someone who has made up his mind? I do not want the person to stay on longer than is necessary. Sometimes they want to leave in a month's time, but I help them to leave immediately.

Are you a leader? Pick your battles carefully and win every time!

Chapter 97
Use Symptoms and Signs to Guide You

Behold that which I have seen: it is good and comely for one to eat and to drink, and to enjoy the good of all his labour that he taketh under the sun all the days of his life, which God giveth him: for it is his portion. Every man also to whom God hath given riches and wealth, and hath given him power to eat thereof, and to take his portion, and to rejoice in his labour; this is the gift of God.

Ecclesiastes 5:18,19

You will notice the phrase "behold that which I have seen". King Solomon often spoke about things that he noticed.

Perhaps my medical background has made me sensitive to the concept of symptoms and signs. Symptoms and signs reveal hidden things. They tell you about what is not obvious.

Seven Things You Can Use Symptoms and Signs to Detect

1. Use symptoms and signs to detect disloyalty.

In my book, *Loyalty and Disloyalty*, I share about several signs of disloyalty. Betrayal is something that does not announce itself. You must look for the signs. If you fail to see the signs that leaders are supposed to notice, you will be at the mercy of traitors.

2. Use symptoms and signs to detect familiarity.

You can detect familiarity by noticing little changes in people's attitudes. Their comments, disinterest and yawning at meetings are all important indicators.

3. Use symptoms and signs to detect backsliding.

In my book, *Backsliding*, I share about twenty-five symptoms of backsliding. If you use these symptoms, you will be able to detect backsliding in its early stages.

4. Use symptoms and signs to detect unforgiveness.

Many people claim to have forgiven others. In reality, they are full of bitterness. In my book, *Forgiveness Made Easy*, I outline the signs of lingering unforgiveness.

5. Use symptoms and signs to supervise employees.

You will not always be present to see if people are working well or not. I use certain indicators to supervise the people who work for me. Accomplishing targets within a deadline is the most important indicator for me.

6. Use symptoms and signs to uncover future leaders.

Paul did this. In 1 Timothy 3, he outlined the signs that Timothy was to look for in potential leaders.

7. Use symptoms and signs to detect the call of God on people's lives.

I think that the greatest sign of the call of God is the desire for ministry. I always look out for people who have a desire to work for God.

Dear leader, keep your eyes open and see the things that others do not. Often when I see my church members, I know when something is wrong. Why is that? Because I am a leader. I use symptoms and signs.

Chapter 98
Be a Loyal Leader
Five People You Must Be Loyal To

Moreover it is required in stewards, that a man be found faithful.

1 Corinthians 4:2

One of the cardinal qualifications for a leader is loyalty. You must be loyal to your God, your church, your spouse and your friends. A leader must also learn to be loyal to the people who follow him. When it is time for your followers to be rewarded, be faithful and let the rewards be given to the deserving persons.

1. Be loyal to the people who have laboured for you.

Do not withhold the blessings of those who have laboured with you. When one of your followers is in trouble, show your loyalty. Your followers are watching you closely. They will do what they see. If you do not betray them in their time of difficulty, they will not betray you in your time of difficulty.

2. Be loyal to your superiors.

A leader must be loyal to his superiors. When David had the opportunity to kill Saul, he did not! He was loyal to the king. He did not execute his own father.

Then said Abishai to David, God hath delivered thine enemy into thine hand this day: now therefore let me smite him, I pray thee, with the spear even to the earth at once, and I will not smite him the second time. And David said to Abishai, Destroy him not: for who can stretch forth his hand against the Lord's anointed, and be guiltless? David said furthermore, As the Lord liveth, the Lord shall smite him; or his day shall come to die; or he shall descend into battle, and perish. The Lord forbid that I should stretch forth mine hand against the Lord's anointed: but, I pray thee, take thou now the spear that is at his bolster, and the cruse of water, and let us go.

1 Samuel 26:8-11

Many years later, David himself made a mistake. He murdered one of his soldiers called Uriah. David could have lost his life through that mistake. Many of his leaders could have revolted. However, this did not happen. His men were loyal to the king's authority. They refused to kill the Lord's anointed because they had learnt it by example.

3. Be loyal to your friends.

A leader must be loyal to his friends. When David became the king, he realized that his position was a privileged one. When he was established, he asked for a way to show kindness to an old friend.

And David said, Is there yet any that is left of the house of Saul, that I may shew him kindness for Jonathan's sake?

2 Samuel 9:1

These acts of loyalty to friends teach others about the true character of their leader. A good character is attractive. People are more inclined to follow someone with a good heart.

4. Be loyal to your spouse.

A leader must be loyal to his spouse. Because marriage is such a difficult thing for many people, anyone whose marriage works is hailed as a natural leader. You become a natural leader in society because your domestic affairs are under control. Loyalty to your spouse involves self-control and Christian love. Everyone would like to have a leader with self-control and love.

A bishop then must be blameless, the husband of one wife…

1 Timothy 3:2

5. Be loyal to your vision.

A leader must be loyal to his vision. Nobody wants to follow someone who is unpredictable. Many years ago, I declared my interest in soul-winning and establishing people in Christ. I am still moving with the same vision. Much water has passed under the bridge but the vision is still the same – a soul is a soul and is precious to God. He may be a beggar, a lawyer or a doctor – a soul is a soul and is precious to God. She may be a groundnut seller, a prostitute or a nurse – a soul is a soul and is precious to God.

Keep the same vision. The Bible teaches that you should not associate with people who are prone to sudden mutations and sharp turns. It is dangerous to sit in a car when the driver constantly makes sudden turns.

My son, fear thou the Lord and the king: and meddle not with them that are given to change:

Proverbs 24:21

Are you a leader? Be a faithful, stable, constant and loyal person. You will have a large following.

Chapter 99
Overcome Hatred and Opposition

Six Things Every Christian Should Know about Opposition

1. If you cannot handle opposition, you cannot be a leader.

Every time I have embarked on the road of leadership, it has been met with stiff opposition. If you cannot handle the enemies who are destined to oppose you, you cannot be a great leader. Every great leader has many enemies!

2. The greater the leader, the greater the hatred and opposition.

Consider the life of Elijah. He was hated by the king and by the king's wife. There was a death warrant out for his life. Elijah was hated and hunted because of his ministry.

> **And he said, What have I sinned, that thou wouldest deliver thy servant into the hand of Ahab, to slay me? As the Lord thy God liveth, there is no nation or kingdom, whither my lord hath not sent to seek thee: and when they said, He is not there; he took an oath of the kingdom and nation, that they found thee not. And now thou sayest, Go, tell thy lord, Behold, Elijah is here.**
>
> **1 Kings 18:9-11**

We all know that Elijah was one of the greatest prophets. The greater you are in leadership, the more you will be hated and hunted. Human nature cannot stand the success of another colleague. If you are not prepared for hatred and opposition, please resign from your leadership position immediately. If everybody speaks well of you, you are probably a hypocrite.

> **Woe unto you, when all men shall speak well of you! for so did their fathers to the false prophets.**
>
> **Luke 6:26**

3. Every new step of leadership results in fresh arrows of hatred and opposition.

Every step of strong leadership encounters real antagonism. When I began my church, I was called every name you can think of. Since Jesus himself was accused of using the power of Beelzebub, I consider it a privilege to be called anything derogatory for his sake. If you do not want to be criticized, then you cannot be a leader. When Nehemiah ventured out to rebuild the walls of Jerusalem, you would have thought that everyone would have been happy. But Sanballat and Tobiah rose up to oppose him.

> **But when Sanballat the Horonite, and Tobiah the servant, the Ammonite, and Geshem the Arabian, heard it, they laughed us to scorn, and despised us, and said, What is this thing that ye do? will ye rebel against the king?**
>
> **Nehemiah 2:19**

4. Opposition often comes in the form of plausible accusations.

When David spoke of killing Goliath, his brothers reacted angrily and accused him of pride and naughtiness. Isn't it amazing that good people are often given the most wicked labels?

And Eliab his eldest brother heard when he spake unto the men; and Eliab's anger was kindled against David, and he said, Why camest thou down hither? and with whom has thou left those few sheep in the wilderness? I know thy pride, and the naughtiness of thine heart; for thou art come down that thou mightest see the battle.

1 Samuel 17:28

David had to handle the hatred of his own brothers and then the hatred of his father Saul. Hatred and opposition are part of leadership.

5. Develop a hard forehead for opposition.

Be not afraid of their faces: for I am with thee to deliver thee, saith the LORD.

Jeremiah 1:8

Do not be distracted or deterred by opposition. If the least opposition is able to stop you, then you are a poor leader.

Behold, I have made thy face strong against their faces, and thy forehead strong against their foreheads. As an adamant harder than flint have I made thy forehead: fear them not, neither be dismayed at their looks, though they be a rebellious house.

Ezekiel 3:8,9

6. Opposition is often a sign that you are in the will of God.

Rejoice, there is good news. Satan would not attack a dead piece of wood. You are now a threat to Satan, that is why he is attacking you.

Yea, and all that will live godly in Christ Jesus shall suffer persecution.

2 Timothy 3:12

Chapter 100
Relate with All Kinds of People Including People Who Are Not Your "Type"

And he said unto them, Ye know how that it is an unlawful thing for a man that is a Jew to keep company, or come unto one of another nation; but God hath showed me that I should not call any man common or unclean.

Acts 10:28

Peter was so rigid in his understanding of leadership that he restricted his ministry to a small group of Jews. But God had a bigger plan for him. God wanted him to reach many other people. As you read this book, I sense that God wants to give you a wider scope of ministry. Do not be myopic. There are more people different from you than there are like you.

A leader is someone who is trying to get people to follow him. It seems to me that leaders sometimes forget that they are supposed to have followers. If you are a leader, you must make sure that you have people following you. Otherwise, you are not a leader. You must realize that your "type" of person is a limited species upon this earth. You are not likely to find many people in your age group, with your background, colour or accent. If you want to succeed as a leader you must realize very early that you need to be able to relate with all kinds of people, especially people who are not like you. To the weak you must become weak, and to the strong you must become strong.

> To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save some. And this I do for the gospel's sake, that I might be partaker thereof with you.
>
> 1 Corinthians 9:22,23

My father is from Ghana and my mother is from Switzerland. I was born in England but I have lived in Ghana all my life. My colour is neither black nor white. When I was growing up, most of my friends had European parents or a mixture of white and black. This was because my mother is Swiss and therefore had many European friends.

My father was an unusual man. He loved classical music and played bridge and owned racehorses. Because of this, many of his friends were not Ghanaian. Many of his friends were British, Indians or Lebanese. As I grew up, my hobbies were table tennis, squash, horse riding and swimming. I can assure you that there are very few people in the world who have the same background that I have. Not because I am special, but because this is an unusual combination of culture and circumstances.

If I have been raised up to be a leader, you tell me how many people will have a similar background to what I have just shared with you? Not many! To become a leader of many people I must relate with people who do not have my background. Many of my friends have had a very different background. But I relate with them naturally and easily.

If you are a pastor and you have a poor educational background, rise up and relate with all kinds of people, including rich people. You will definitely need some rich people in your church. Do not drive away all the educated people because of your lack of education. You can educate yourself!

Do you consider yourself to be a leader? Ask yourself, “What type of person am I? What type of person am I not? Make a decision to relate with every type of person.

Chapter 101
Don't Be Surprised by Ingratitude

Jesus answered them, Many good works have I showed you from my Father; for which of those works do ye stone me?

John 10:32

Jesus experienced ingratitude. He was killed by an ungrateful mob of Jews. Every leader comes face to face with ingratitude. People are not grateful for the services you render them. It will not take you long to discover this. Many years ago, I found out that people whom I loved could turn around and hurt me. Men that I had trained did not remember that they had been helped. However, I have continued to believe in people and to trust people. I have no choice. If I begin to retaliate because of ingratitude, I will lose my place in the ministry.

After ministering for twenty years, I have seen pastors being run out of town. That is why the constitution of my church does not give anyone the right to throw me out under any circumstances. I have seen it before and I know that if human nature is allowed to run its course, my end will be no better than my Lord's. Jesus was murdered for His good deeds. He was exchanged for an armed robber. But he never responded to the evil spirit of ingratitude.

Do not look to people for gratitude. A leader looks to God for rewards.

Knowing that whatsoever good thing any man doeth, the same shall he receive of the Lord, whether he be bond or free.

Ephesians 6:8

The Scripture teaches that your rewards depend on God and not on the people you helped. God is the only one who can reward you adequately. Do not expect much from people, expect your rewards from God.

Many years ago, I stopped expecting people to commend me after I had finished preaching. I do not care whether people commend me or not! I am not expecting appreciation from men. My duty is to preach from the Bible. I have done my duty. When I decided not to look for man's approval, I felt a sense of liberty. I was free from men and accountable to the Lord.

Chapter 102
Allow People to Know You So They Can Trust You and Follow You

That which was from the beginning, which we have heard, which we have seen with our eyes, which we have looked upon, and our hands have handled, of the Word of life; (For the life was manifested, and we have seen it, and bear witness, and show unto you that eternal life, which was with the Father, and was manifested unto us;)

1 John 1:1,2

Let the people know that you are real! Everybody will readily follow a genuine leader.

Why did Jesus come into this world? He came so that we would know Him and trust Him. That's why He allowed us to hear Him, see Him and touch Him. Does anyone have the chance to hear you, see you or handle you? Are you a mysterious superman who has no faults? Openness produces a great following.

Are you a leader? Then you must allow people to know you as you really are. Nobody wants to follow a mystery. A mystery speaks of the unknown. A mysterious person smacks of something foreboding.

Who wants to follow a mysterious person into a dark valley where something bad may happen to him? Let me tell you an important secret about leadership. *The more open you are, the more readily people will follow your leadership.* I did not say that the more perfect you are the more people will follow you. Everyone knows that his neighbour is not perfect. It is no secret that there is no perfect person on the earth. Someone who is open and honest about his weaknesses is more likely to have a following. If you are a pastor, let the people know that you are real! Everybody will readily follow a genuine leader.

Chapter 103
Influence People by Example

Who in the days of his flesh, when he had offered up prayers and supplications with strong crying and tears unto him that was able to save him from death, and was heard in that he feared;

Hebrews 5:7

But we will give ourselves continually to prayer, and to the ministry of the word.

Acts 6:4

You may wonder why I have quoted the above Scriptures. What is the correlation between them? The first one speaks about Jesus' prayer life whilst he was on Earth. The second one speaks of Peter's prayer life after Jesus left. Jesus taught His disciples to pray by example. Peter was influenced by Jesus' prayer life.

Many years ago, I heard a man advising me to listen to what the priest said but not to follow his example. How strange! It is very difficult to follow somebody's words and not his example. There was an old Chinese proverb printed in the physiology laboratory in my former medical school.

It said, *"I hear and I forget, I see and I remember, I do and I understand."* This proverb tells us all about the power of influencing people through what they see. You never forget what you see. Did you know that you only retain about eleven per cent of what you hear?

Jesus did not only teach about prayer. He acted prayer. He lived prayer. That is why Peter was so determined not to be distracted from his prayer life. Many ministers today do not know the importance of prayer. They have never lived with someone who prayed. They have never seen it acted out. Remember that your example is more important than your words. Dear friend, do you want to be a leader? Please remember that your example is more important than your words!

Chapter 104
Recognize Your Desire as a Symptom of Your Call to Leadership

Are you a leader? Can you become a leader? The answer is yes! In this chapter, I will be showing you certain symptoms that reveal the leader within. Paul wrote to Timothy and told him to look for people with leadership qualities.

A Desire

…If a man desire the office…

1 Timothy 3:1

It is interesting to note that Paul wanted people who had the desire for the office. Timothy was instructed to look for certain qualities in people who had the desire for the office. A desire to lead is a symptom of a leader within. A desire to help other people is a great symptom that God has given you the gift of leadership. A desire to serve others with the good things you have is a great sign of leadership.

Brethren, my heart's desire and prayer to God for Israel is, that they might be saved.

Romans 10:1

Paul had a desire to help the Jews. He was constantly burdened by this desire. All true leadership stems from the burden to help people whom you love. The greatest sign of leadership is the burden and desire, which compels the leader into action. That overwhelming burden/desire is the common feature in every great leader.

I say the truth in Christ, I lie not, my conscience also bearing me witness in the Holy Ghost, That I have great heaviness and continual sorrow in my heart. For I could wish that myself were accursed from Christ for my brethren, my kinsmen according to the flesh:

Romans 9:1-3

Some people go through difficulties in life. After they have recovered from their pain, they have a strong desire to help others avoid the pain and suffering they went through. A true father wants his children to have what he couldn't have. A true leader wants his followers to be better than himself. Jesus said,

Verily, verily, I say unto you, He that believeth on me, the works that I do shall he do also; and greater works than these shall he do…

John 14: 12

Jesus wanted his followers to do greater things than he had done. If you do not have a desire to help people to become great, perhaps you are not a leader. If you just have a desire to help yourself, that is not leadership! Leadership is a desire to help other people achieve great things for themselves. A man who has a desire to win the lost at any cost is a leader for the cause of the gospel.

In the earlier days of my ministry, I did not even know what the office of a pastor, evangelist or

apostle was. I thought these were far-fetched positions, which I could never occupy. All I wanted to do was to help people to meet Jesus. All I wanted to do was to help people to grow in Christ. I felt that once people grew up in the Lord, many of their problems would go away. A desire to help people is a symptom of the call of God.

Misuse of Leadership

There are some people who have a desire for money, power and fame. Without knowing it, they intend to use the position of leadership to gain these things. That is not leadership! That is what I call the art of vampirism.

A vampire is a bloodsucking bat or in human terms, someone who preys ruthlessly on others.

Many nations of the world have been well endowed with vampire-like leaders who have sucked the wealth of their nations. Unfortunately, some churches have also had leaders, who like vampires, have sucked away the wealth and the life of the church. *A vampire is not a leader and a leader is not a vampire!* Peter warned against this in his letter to the church.

> **The elders which are among you I exhort, who am also an elder, and a witness of the sufferings of Christ, and also a partaker of the glory that shall be revealed: Feed the flock of God which is among you, taking the oversight thereof, not by constraint, but willingly; not for filthy lucre, but of a ready mind; Neither as being lords over God's heritage, but being ensamples to the flock.**
>
> **1 Peter 5:1-3**

Obviously, leaders with wrong motives were not uncommon in Peter's time. They are certainly not uncommon in our time. God is looking out for men and women who will agree to take up the mantle of leadership and pay the price thereof. That desire within you to help others is the sign of a call of God upon your life. It is time to help. God wants to raise you up to do just that. As you read this book, may the anointing to lead be upon you in the name of Jesus.

Chapter 105
Do Not Rush around from One Emergency to Another

Two Types of Leadership

1. Emergency style leadership

This involves running around from one crisis to another. It is not an effective style of leadership. The solving of a crisis gives a false feeling of security to the emergency style leader. After settling one crisis, he feels he has accomplished something great. But he does not know that the next crisis is brewing. Pastors solving leadership crises, financial crises, crises over rebellion, crises over debts, crises over breakaways are fully engaged all the time. But there is a better way!

2. Preventive leadership

Preventive leadership involves a style of leadership, which prevents the occurrence of all these crises. There are fewer crises under this style of leadership. People involved with the preventive style of leadership often hold training conferences, shepherds camps, teaching seminars, etc. Such leaders are more relaxed and more in control of their churches or organizations.

Seven Steps to Preventive Leadership

1. Teach your people what you want them to know.

I have discovered that almost everything can be taught. It is possible to get whatever you desire from your subordinates by teaching them. Every subject on Earth is taught by someone. Learn to teach in order to achieve your desired result.

2. Train people to be loyal.

Disloyalty is one of the causes of crises in organizations. Rebels and traitors have a way of destabilizing entire churches. You can minimize your crises by emphasizing loyalty.

3. Hold regular conferences, retreats and camps.

These are opportunities for teaching and discussion.

4. Do not borrow money.

Debts create uncertainty! The possibility that your whole world could come crashing down on you because of debt is disturbing. I hate debt. I do not borrow. And I would not advise you to borrow money. It is possible to live without debt.

> **Owe no man any thing, but to love one another: for he that loveth another hath fulfilled the law.**
>
> **Romans 13:8**

5. Distinguish between unimportant but urgent requests and important but non-urgent duties.

Jesus was summoned urgently to attend to Lazarus but it was more important for him to do other things. He did not rush around to unplanned activities unless it was absolutely necessary. *It is important for a leader to be able to distinguish between requests that require abandonment of scheduled activities and ones that do not.* A wise leader will not rush around to unplanned activities unless it is absolutely necessary.

> **Now a certain man was sick, named Lazarus, of Bethany, the town of Mary and her sister Martha. (It was that Mary which anointed the Lord with ointment, and wiped his feet with her hair, whose brother Lazarus was sick.) Therefore his sisters sent unto him, saying, Lord, behold, he whom thou lovest is sick. When Jesus heard that, he said, This sickness is not unto death, but for the glory of God, that the Son of God might be glorified thereby. Now Jesus loved Martha, and her sister, and Lazarus. When he had heard therefore that he was sick, he abode two days still in the same place where he was.**
>
> **John 11:1-6**

A pastor has many important non-urgent duties. A pastor must spend time in prayer and in the Word. Praying and studying the Word do not sound as urgent as someone dying in the hospital. Waiting on God does not sound as urgent as having to write cheques or sort out administrative issues. Yet, a leader who attends to his non-urgent but important duties will achieve more.

6. Do not overextend yourself.

You can only do so much with your life. Overextending yourself means you take up things that God has not sent you to do. This creates stress and crises. Evangelists who become pastors have one leadership crises after another. They are incapable of extending themselves into an area God has not ordained for them. God does not expect us to do everything. We are not as essential as we may think. If we were that important, no young pastor would ever die! If we were that important in the scheme of things, James, the brother of John, would not have died in the middle of his ministry. Do your part and leave the rest to God. Have you never read where God says you must rest?

> **There remaineth therefore a rest to the people of God. For he that is entered into his rest, he also hath ceased from his own works, as God did from his. Let us labour therefore to enter into that rest, lest any man fall after the same example of unbelief.**
>
> **Hebrews 4:9-11**

7. Delegate whenever you can.

Jesus ministered for three years and delegated the rest of the work to his disciples. He had no delusions about what he could accomplish on his own. He did not even attempt to go beyond the borders of Israel to minister. He delegated that aspect of his ministry to his disciples.

Do you remember that Jesus sent his disciples to the uttermost part of the Earth? Did you notice that Jesus did not attempt to go to the uttermost parts of the Earth? He delegated the work of going to the uttermost parts of the Earth to the disciples. He did not try to prove to anyone that He could go to the uttermost parts of the Earth himself.

His role was to minister to the Jews and to die on the cross. Jesus' job was defined in Matthew 15:24. He intended to stick to his assignment. He delegated the rest to us.

> **But he answered and said, I am not sent but unto the lost sheep of the house of Israel.**

Chapter 106
Always Remember: "Nobody Wins Until We All Win!"

When I was in medical school this truth was very real to me. Our end-of-year exams were very stressful. One of the most tense moments of my life was when I waited for my final results. By the grace of God I passed every exam. However, there was always a friend or other who did not make it. I came to discover that unless we all passed, our joy was never really complete. How can you rejoice when your best friend has to repeat the year? How can you rejoice when six people are becoming doctors and one has to repeat the year?

Every leader must remember that nobody wins unless we all win. If your marriage is working, you will never be fully happy unless your friend's marriage is also working.

Five Lessons That Teach Us That "No One Wins unless We All Win"

1. Jacob had twelve sons and lost Joseph to slavery.

Even though after Joseph was lost, he still had eleven sons left, he could not rejoice. Jacob was a wise man. He knew that no one wins unless we all win.

> **And he knew it, and said, It is my son's coat; an evil beast hath devoured him; Joseph is without doubt rent in pieces. And Jacob rent his clothes, and put sackcloth upon his loins, and mourned for his son many days. And all his sons and all his daughters rose up to comfort him; but he refused to be comforted; and he said, For I will go down into the grave unto my son mourning. Thus his father wept for him. And the Midianites sold him into Egypt unto Potiphar, an officer of Pharaoh's, and captain of the guard.**
>
> **Genesis 37:33-36**

2. Jesus taught about the shepherd who left the ninety-nine sheep to seek for the lost one.

> **How think ye? if a man have an hundred sheep, and one of them be gone astray, doth he not leave the ninety and nine, and goeth into the mountains, and seeketh that which is gone astray? And if so be that he find it, verily I say unto you, he rejoiceth more of that sheep, than of the ninety and nine which went not astray.**
>
> **Matthew 18:12,13**

3. Jesus taught about the woman who swept the entire house to find one lost coin.

> **Either what woman having ten pieces of silver, if she lose one piece, doth not light a candle, and sweep the house, and seek diligently till she find it?**
>
> **Luke 15:8**

4. Jesus taught about the prodigal son's father who had one son but waited hopefully for the prodigal son to return.

> **For this my son was dead, and is alive again; he was lost, and is found. And they began to be merry.**
>
> **Luke 15:24**

5. Jesus taught about the banquet that did not begin until all of the seats were taken.

…Then the master of the house being angry said to his servant, Go out quickly into the streets and lanes of the city, and bring in hither the poor, and the maimed, and the halt, and the blind. And the servant said, Lord, it is done as thou hast commanded, and yet there is room. And the lord said unto the servant, Go out into the highways and hedges, and compel them to come in, that my house may be filled.

Luke 14:21-23

Chapter 107
Know the Names of Many People

…and the sheep hear his voice: and he calleth his own sheep by name, and leadeth them out.

John 10:3

People will follow someone who knows their names! It is very important that a leader knows the names of the people he works with. No one is a number or an object. If you want to lead people, try to remember their names and call them by name.

Five Reasons Why You Should Know the Names of Many People

1. Every successful leader knows the names of many people.

2. People feel special when you know their names.

Everyone gravitates towards where he feels special. People do not feel disregarded or despised when you call them by name.

3. When you know the names of people they feel that you are friendly and human.

People are attracted to someone who is friendly and warm.

4. Knowing people by their names connects you to them in a personal way.

This creates the bond of leader and follower.

5. Knowing the names of people makes you closer to them.

I sometimes wonder at pastors who may have only sixty members and cannot remember all their names. If you cannot remember people's names, they will not like to follow you. When you know somebody's name, they feel you are real and they feel you are near enough. People are less inclined to follow a distant figurehead.

King David was a great leader. One of the reasons he was loved is because he was near enough to the people he led.

But all Israel and Judah loved David, because he went out and came in before them.

1 Samuel 18:16

Chapter 108
Invest in Yourself

Take heed unto thyself, and unto the doctrine; continue in them: for in doing this thou shalt both save thyself, and them that hear thee.

1 Timothy 4:16

Every leader who invests in himself will ensure that he remains the leader.

Three Reasons Why Every Leader Must Invest in Himself

1. Because of the law of deterioration

This law says that everything is decaying naturally. Nothing on earth stays in a healthy original condition for long. This is why the Bible warns that the crown (your leadership position) is not guaranteed forever.

> Be thou diligent to know the state of thy flocks, and look well to thy herds. For riches are not for ever: and doth the crown endure to every generation?
>
> Proverbs 27:23,24

2. Because of the law of staying one step ahead.

There is no leadership unless you are a step ahead. I am constantly investing in myself in order to stay at least one step ahead of my followers. Without doing this, I would actually fall out of my position.

3. Because of the law of taking care of yourself before you can take care of someone else.

Whenever there is any problem on a plane, adults are instructed to take care of themselves before taking care of their children. Paul said the same thing. There is no way you can save others unless you save yourself. A doctor cannot attend to others if he is sick. The blind cannot lead the blind.

> Take heed unto thyself, and unto the doctrine; continue in them: for in doing this thou shalt both save thyself, and them that hear thee.
>
> 1 Timothy 4:16

Seven Ways Every Leader Can Invest in Himself

1. Read the Bible everyday.

In 1986 I travelled to London as a student. I bought one thing for myself – a special reference Bible. I used up all my meagre student's allowance to invest in myself. I have never regretted that investment.

> …but he that soweth to the Spirit shall of the Spirit reap…
>
> Galatians 6:8

2. Read Christian books everyday.

Read books about things you do not know.

3. Listen to audio tapes.

When added up, the hours spent listening to tapes are equivalent to several semesters of lectures at the university.

4. Attend seminars, conferences and church services.

These will make you a better person.

5. Spend more money on your books than you do on your clothes and your hair.

6. Watch video tapes of anointed men of God teaching wisdom.

7. Build up a personal library of books and tapes.

Chapter 109
Value Time and Manage Time

Redeeming the time, because the days are evil.

Ephesians 5:16

God teaches us to value time. Indeed, our days are actually numbered. If your days are numbered, today brings you closer to your end. God's word teaches us to apply our hearts to wisdom and count our time carefully.

Six Ways to Manage Your Time

1. Distinguish between important and urgent things.

Many people claim they cannot do certain things because they have no time. However, the reality is that they are unable to manage their time. Do you call yourself a leader? If you are a leader, you must be able to distinguish between the important things and the urgent things.

Many things that are urgent are not important and many important things are not urgent.

A real leader is someone who cuts away the unimportant things and ensures that he does what he is supposed to do.

2. Do not get involved with things that are not on your schedule.

If you are a leader, you will know that many good things are not necessarily the things you must do. I have decided that I will spend my time in prayer and in the ministry of the Word.

Even as I write this book, I am under pressure to do many other things. I have decided that to write this book is the most important thing for me to do at this time.

3. Surround yourself with competent helpers who will do certain essential jobs for you.

A responsible employee who takes care of important things for you is a valuable asset. There are things that must be done for me so that I can have time for the things that only I can do.

I am a pastor overseeing over two hundred churches; you can imagine the number of problems that arise every day. I have to decide what to do: counselling people, praying for people, sorting out financial problems, solving managerial issues, and the list goes on. With the help of intelligent administrators and problem-solvers I will have time for my work.

4. Get rid of people who fail to do jobs that are delegated to them.

These people will create problems for you and drag you into areas, which should have been taken care of.

5. Stay in your calling.

How can you develop the art of using your time wisely? I want to share with you a secret which I believe is a key to managing your time effectively. It is also a key to fulfilling the will of God. Did you know that you have only seventy years to live (more or less)? This means that you

have only a limited time to serve the Lord. God is expecting you to do certain things. A true leader discovers what he is supposed to do and sticks to it.

Stay in your calling. Don't branch out into other people's territory. If you a teacher, teach the Word. If you are a pastor, give yourself to pastoring, don't try to become a prophet.

6. Avoid useless socializing.

Chatting around and being friendly is often time you could have spent fellowshipping with your Heavenly Father. People may say that you are not very friendly but you know what you are doing. Avoid wasting your time on useless television programs. It is not that I cannot afford a television. I just will not have the time to waste on silly TV programmes!

Chapter 110
Great Achievements Require Great Discipline

To be disciplined, means "to be controlled, restrained, well-organized, regular, orderly, and regimented".

Then was Jesus led up of the Spirit into the wilderness to be tempted of the devil. And when he had fasted forty days and forty nights, he was afterward an hungered.
Matthew 4:1,2

Jesus subjected Himself to the strict discipline of fasting for forty days and nights. That is no mean achievement! Anyone who has fasted without eating for even three days and nights will discover the terrible strain it puts on your self-control.

To be a great leader you must discipline yourself in prayer, fasting and reading the Bible. There are times I stay in one room for eight hours, praying to the Lord. I can stay alone for hours in the presence of the Holy Spirit. You cannot do this without self-discipline.

Do you want to be a great leader? It is time to discipline yourself in every way. To write this book, involves great self-discipline. For hours and hours, I transmit unto the paper the words that you are reading. It has not been an easy task! But I know that there will be no great achievement without great discipline.

Seven Things Every Leader Should Be Disciplined About

1. Be disciplined and have a daily quiet time
2. Be disciplined and spend hours in prayer.
3. Be disciplined and read your Bible every day.
4. Be disciplined and read Christian books.
5. Be disciplined and fast often.
6. Be disciplined and spend time waiting on the Lord.
7. Be disciplined and do away with useless socialising.

Chapter 111
Value Every Moment in the Presence of a Great Leader

Three People Who Valued Their Fellowship with Great Leaders

1. John the disciple spoke of his interaction with Jesus.

He shared how he had actually touched the Lord and heard Him speak.

> That which was from the beginning, which we have heard, which we have seen with our eyes, which we have looked upon, and our hands have handled, of the Word of life; (For the life was manifested, and we have seen it, and bear witness, and show unto you that eternal life, which was with the Father, and was manifested unto us;)
>
> 1 John 1:1,2

This was the greatest experience of his life. A few moments in the presence of a great leader will teach you many things.

2. Elisha refused to go away from the presence of Elijah.

He knew how important it was for him to stay close. On four different occasions, he refused to go away.

> And Elijah said unto Elisha, Tarry here, I pray thee; for the Lord hath sent me to Bethel. And Elisha said unto him, As the Lord liveth, and as thy soul liveth, I will not leave thee. So they went down to Bethel.
>
> 2 Kings 2:2

3. Joshua was also greatly affected by his close interaction with Moses.

Remember that Joshua was the only one who went up the mountain with Moses.

> And the Lord said unto Moses, Come up to me into the mount, and be there: and I will give thee tables of stone, and a law, and commandments which I have written; that thou mayest teach them. And Moses rose up, and his minister Joshua: and Moses went up into the mount of God.
>
> Exodus 24:12,13

All the members of Moses' original team became "someway" as time elapsed. Aaron moved into idol worship. Miriam became disloyal and critical. But Joshua was full of wisdom because of his closeness to Moses.

> And Joshua the son of Nun was full of the spirit of wisdom; for Moses had laid his hands upon him: and the children of Israel hearkened unto him, and did as the Lord commanded Moses.
>
> Deuteronomy 34:9

Seven Things to Notice in the Presence of Great Leaders

1. Notice their vision.

You will be inspired to have a greater vision.

2. Notice their achievements.

It will show you what is possible.

3. Notice their focus.

You will see the secret of concentration at work.

4. Notice their relationship with God.

It will inspire you to be closer to God.

5. Notice their appearance and their language.

You will feel the atmosphere of greatness.

6. Notice how they handle situations.

You will receive wisdom for your own situation.

7. Notice their weaknesses.

When you see their great achievements in spite of their weaknesses, you will be encouraged.

Chapter 112
Take Charge!

And when he was entered into a ship, his disciples followed him. And, behold, there arose a great tempest in the sea, insomuch that the ship was covered with the waves: but he was asleep. And his disciples came to him, and awoke him, saying, Lord, save us: we perish. And he saith unto them, Why are ye fearful, O ye of little faith? Then he arose, and rebuked the winds and the sea; and there was a great calm. But the men marvelled, saying, What manner of man is this, that even the winds and the sea obey him!

Matthew 8:23-27

Jesus was called up when there was a problem. It was raining and everyone was drowning. When Jesus was called, he took charge.

I remember my first night alone as the doctor-in-charge of the Korle-Bu Hospital emergency room. It was a frightening experience for me. I was a new doctor and I was expected to lead the way and to know what to do in each case. Throughout the night, people were brought in unconscious, sick and some even dead. But I rose to the occasion and became the leader in the emergency room. How did I do it? I just did what I thought was right from the training that I had received. As time went by it became easier.

When Saul became a new leader, Samuel gave him this very instruction, "Do what you think is right and the Lord will be with you."

And let it be, when these signs are come unto thee, that thou do as occasion serve thee; for God is with thee.

1 Samuel 10:7

What is the key to taking charge as a leader? *The key to taking charge is to simply take charge.* Just rise up and speak confidently! Do what you think is best and God will be with you.

Chapter 113
Master the Art of Raising Money

Notwithstanding, lest we should offend them, go thou to the sea, and cast an hook, and take up the fish that first cometh up; and when thou hast opened his mouth, thou shalt FIND A PIECE OF MONEY: THAT TAKE, and give unto them for me and thee.

Matthew 17:27

Raising money involves the natural and the supernatural. Every leader must develop himself in the art of raising money. When you stand before the congregation to raise money, you must employ both natural and supernatural power and skill.

Jesus was able to raise money to pay His bills. He used both natural and supernatural methods to raise the money that He needed. Raising this money involved the hard work of going out to the sea and fishing. That was the natural part of raising money. The supernatural part of fundraising is when God supernaturally provides for all that you need.

Every leader is going to need some money to accomplish his mission. If you do not know how to raise money, you will not be a successful leader. Elisha the prophet was a bold fundraiser. He met with a widow who was about to eat her last meal. Elisha convinced this woman to give up her last meal for his ministry. When the woman did that, she was led into a great financial miracle. It took a bold man of God to raise money for the work of ministry.

Five Keys to Successful Fundraising

1. Trust.

I have come to accept the fact that part of my job as a leader is to raise money. I am often raising money for different projects. What is the key to successful fundraising? People must trust you! Trust is something that builds up over the years. The more people trust you, the more they will be prepared to release their wealth. There are people who would give me thousands of dollars if I were to ask. They trust me because they have been with me for many years.

Dear leader, the key to your fundraising ability is integrity. Whenever money is raised for a specific purpose, use the money for that specific purpose. As time goes by people will trust you.

2. Be careful about projects which will take a long time to complete.

If you start something that does not conclude, people will think that you deceived them. They will think that you collected the money and used it for something else.

3. Do not raise money for inappropriate projects.

Do not raise money to meet the personal needs of pastors. I would advise you not to raise money to buy clothes, cars or to finance a holiday for the pastor and his wife. The congregation will not be happy to pay for luxuries that they themselves do not have. People prefer to give money to missionary work, evangelism and building projects.

4. Do not raise funds too often.

Donor fatigue sets in when fundraising is too frequent. Depend on regular tithes and offerings for most things.

5. Be conscious of the 80-20 rule when you are raising funds.

Most people can give very little. However, a few people can give much more. The 80-20 Rule tells us that 80% of our income comes from 20% of the people. Raise funds from the eighty per cent but expect much more from the wealthy twenty per cent.

Never forget this fact. A leader will always need money to fulfil God's vision. Pray for financiers. Be a man of integrity. God will help you and you will never lack!

Chapter 114
Be Merciful

Blessed are the merciful: for they shall obtain mercy.

Matthew 5:7

A leader is someone who knows the importance of showing mercy. Certain political leaders came on the scene spitting fire and brimstone. They passed judgements on others for minor crimes and sentenced them to death. Years later, they discovered that members of their own government were doing worse things. If they were to apply the same measuring rod to these individuals, they would probably have to execute their entire government. Blessed is the merciful for he shall obtain mercy.

A wise leader knows that he may need mercy himself one day. That is why a true leader is merciful to his followers.

Are You Spiritual?

Brethren, if a man be overtaken in a fault, ye which are spiritual, restore such an one in the spirit of meekness; considering thyself, lest thou also be tempted.

Galatians 6:1

This Scripture says that people who are spiritual must be careful to be merciful. Have you caught a thief today? Please show mercy! I know that you find it difficult to appreciate the circumstances under which you could be accused of being a thief one day.

I am not predicting that every man of God will fall. All I am saying is that it is wise to be merciful rather than judgemental.

Mercy triumphs over judgement. Surely you will need the mercy of God in your life. God looks at how much mercy you show to others.

The blessing of merciful people is that they will also receive mercy. A leader is a humble person who also knows that he is capable of falling one day.

Years ago, I met a pastor who was so judgemental about Kenneth Hagin. He spoke at length and described the faults of Kenneth Hagin to me. He then gave me a book full of criticisms about Kenneth Hagin. As this pastor spoke, I marvelled at the critical spirit he possessed. Some years later, this critical pastor divorced his wife and lost his ministry. The next I heard of him, he was in prison. There is no need to be judgemental. Are you a leader? Be merciful; you may need it one day.

Five Times Jesus Showed Mercy

1. Jesus showed mercy to the crowd for crucifying Him on the cross.

Then said Jesus, Father, forgive them; for they know not what they do. And they parted his raiment, and cast lots.

Luke 23:34

2. Jesus showed mercy to the woman who was caught in adultery.

She said, No man, Lord. And Jesus said unto her, Neither do I condemn thee: go, and sin no more.

John 8:11

3. Jesus showed mercy to blind Bartimaeus and healed him.

And when he heard that it was Jesus of Nazareth, he began to cry out, and say, Jesus, *thou* Son of David, HAVE MERCY ON ME. And many charged him that he should hold his peace: but he cried the more a great deal, *Thou* Son of David, have mercy on me.

Mark 10:47-48

4. Jesus showed mercy to the mad man of Gadara.

And He did not let him, but He said to him, "Go home to your people and report to them what great things the Lord has done for you, and HOW HE HAD MERCY ON YOU."

Mark 5:19 (NASB)

5. Jesus showed mercy by teaching forgiveness to fellow servants

SHOULD YOU NOT ALSO HAVE HAD MERCY on your fellow slave, even as I had mercy on you?

Matthew 18:33 (NASB)

Chapter 115
Refuse Treacherous Friendships

One of the first things a leader does is to make friends. It is these same friends who will help you. The people who support you will become your followers. Are you a person who makes friends, or scatters people? Your friendships form a basis for acts of loyalty, support and even sacrifice.

What is the secret to having genuine friends? Be a genuine friend yourself.

> **A man that hath friends must show himself friendly: and there is a friend that sticketh closer than a brother.**
>
> **Proverbs 18:24**

Never forget that you reap what you sow. If you are a traitor, traitors and rebels will surround you. If you are a loyal person, loyal people will surround you.

If you are honest, dishonest people will not flow with you. If you are holy, unholy people will not be at ease to become your friends. As they say, "Birds of a feather flock together."

Some people accept well-known rebels and treacherous people around them. Some people even delight in having assistants of former enemies as their assistants. Welcoming treacherous people never ends up well. King David knew this well and refused to accept such people into his camp.

Why You Must Refuse Treacherous Friends

1. King David wisely refused to accept the killers of Saul as his friends.

> It came even to pass on the third day, that, behold, a man came out of the camp from Saul with his clothes rent, and earth upon his head: and so it was, when he came to David, that he fell to the earth, and did obeisance.
>
> And David said unto him, From whence comest thou? And he said unto him, Out of the camp of Israel am I escaped.
>
> And David said unto him, How went the matter? I pray thee, tell me. And he answered, That the people are fled from the battle, and many of the people also are fallen and dead; and Saul and Jonathan his son are dead also.
>
> And David said unto the young man that told him, How knowest thou that Saul and Jonathan his son be dead?
>
> And the young man that told him said, As I happened by chance upon mount Gilboa, behold, Saul leaned upon his spear; and, lo, the chariots and horsemen followed hard after him.
>
> And when he looked behind him, he saw me, and called unto me. And I answered, Here am I.
>
> And he said unto me, Who *art* thou? And I answered him, I *am* an Amalekite.
>
> He said unto me again, Stand, I pray thee, upon me, and slay me: for anguish is come upon me, because my life is yet whole in me.
>
> So I stood upon him, and slew him, because I was sure that he could not live after that he

was fallen: and I took the crown that was upon his head, and the bracelet that was on his arm, and have brought them hither unto my lord.

Then David took hold on his clothes, and rent them; and likewise all the men that were with him:

And they mourned, and wept, and fasted until even, for Saul, and for Jonathan his son, and for the people of the LORD, and for the house of Israel; because they were fallen by the sword.

And David said unto the young man that told him, Whence *art* thou? And he answered, I *am* the son of a stranger, an Amalekite.

AND DAVID SAID UNTO HIM, HOW WAST THOU NOT AFRAID TO STRETCH FORTH THINE HAND TO DESTROY THE LORD'S ANOINTED?

AND DAVID CALLED ONE OF THE YOUNG MEN, AND SAID, GO NEAR, AND FALL UPON HIM. AND HE SMOTE HIM THAT HE DIED.

And David said unto him, Thy blood *be* upon thy head; for thy mouth hath testified against thee, saying, I have slain the LORD'S anointed.

2 Samuel 1:2-16

2. King David wisely cursed his assistant Joab after he murdered Abner.

And when Abner was returned to Hebron, Joab took him aside in the gate to speak with him quietly, and smote him there under the fifth *rib*, that he died, for the blood of Asahel his brother.

And afterward when David heard *it*, he said, I and my kingdom are guiltless before the LORD for ever from the blood of Abner the son of Ner:

LET IT REST ON THE HEAD OF JOAB, AND ON ALL HIS FATHER'S HOUSE; AND LET THERE NOT FAIL FROM THE HOUSE OF JOAB ONE THAT HATH AN ISSUE, OR THAT IS A LEPER, OR THAT LEANETH ON A STAFF, OR THAT FALLETH ON THE SWORD, OR THAT LACKETH BREAD.

2 Samuel 3:27-29

3. Absalom unwisely accepted Hushai the Archite as a friend.

And it came to pass, when Hushai the Archite, David's friend, was come unto Absalom, that Hushai said unto Absalom, God save the king, God save the king.

And Absalom said to Hushai, *IS* THIS THY KINDNESS TO THY FRIEND? WHY WENTEST THOU NOT WITH THY FRIEND?

And Hushai said unto Absalom, Nay; but whom the LORD, and this people, and all the men of Israel, choose, his will I be, and with him will I abide.

And again, whom should I serve? *should I not serve* in the presence of his son? as I have served in thy father's presence, so will I be in thy presence."

2 Samuel 16:16-19

4. Jehu wisely refused the advances of Jezebel and executed her.

And when Jehu was come to Jezreel, Jezebel heard *of it*; and she painted her face, and tired her head, and looked out at a window.

And as Jehu entered in at the gate, she said, *Had* Zimri peace, who slew his master?

And he lifted up his face to the window, and said, Who is on my side? who? And there looked out to him two or three eunuchs.

And he said, Throw her down. So they threw her down: and some of her blood was sprinkled on the wall, and on the horses: and he trode her under foot.

2 Kings 9:30-33

Chapter 116
Work Harder Than All Those around You

To succeed as a leader you will have to work harder than all those around you. If you think that being a leader means enjoying more and more nice things, you are in for a rude shock. If you think being a leader means to relax as a "potbellied" ruler, you will discover that it is not so!

A true leader is someone who works harder than everyone around him. Although I am the head of a large church, and I have many people under me, I often work much harder than all those I lead. Leadership is hard work. Prepare your mind for hard work! A pastor must pray more than his followers. He must be more diligent than anyone else. He often puts in more hours than his followers. Notice how Jesus worked harder than his followers.

> **And he went a little farther, and fell on his face, and prayed, saying, O my Father, if it be possible, let this cup pass from me: nevertheless not as I will, but as thou wilt. And he cometh unto the disciples, and findeth them asleep, and saith unto Peter, What, could ye not watch with me one hour? Watch and pray, that ye enter not into temptation: the spirit indeed is willing, but the flesh is weak. And he came and found them asleep again: for their eyes were heavy. And he left them, and went away again, and prayed the third time, saying the same words. Then cometh he to his disciples, and saith unto them, Sleep on now, and take your rest: behold, the hour is at hand, and the Son of man is betrayed into the hands of sinners.**
>
> **Matthew 26:39-41,43,45**

Notice how Jesus prayed whilst his disciples slept. He was working harder than his followers. Being the leader, he understood what was at stake. That night he put in more than everyone else. True leaders are often left alone by their followers and workers as they plod on through the night, putting in more and more effort.

There are many people who do not understand why top leaders are paid far more than their subordinates. Many unlearned people rebel against this reality. They do not know that successful leaders are actually working harder than everyone else. There are even certain diseases like ulcers, heart attacks, heart illness, high blood pressure that are associated with top executives. Their work schedules actually give rise to many stress-related illnesses. Often, the privileges of top leaders just cushion the effect of their stressful work lives. Dear leader, welcome to the world of hard work.

Chapter 117
Start Humble and End Humble

Many leaders start out humble and end up proud, full of themselves and of their achievements. Pride goeth before a fall and it is this self-destructive button that becomes prominent in the lives of many leaders. Two of the greatest leaders that ever lived started humble and ended humble. Learn from their example.

Jesus Began and Ended His Ministry in Humility

1. Jesus Christ started his ministry in a manger.

> **And she brought forth her firstborn son, and wrapped him in swaddling clothes, and laid him in a manger; because there was no room for them in the inn.**
>
> **Luke 2:7**

2. Jesus Christ ended his ministry on a cross.

> **And when Jesus had cried with a loud voice, he said, Father, into thy hands I commend my spirit: and having said thus, he gave up the ghost.**
>
> **Luke 23:46**

Four Stages of Paul's Humility

Paul went through four stages of progressive humility.

1. He declared that he was not behind any of the apostles.

> **…for in nothing am I behind the very chiefest apostles…**
>
> **2 Corinthians 12:11**

2. As he progressed he felt that he was the least of the apostles.

> **For I am the least of the apostles, that am not meet to be called an apostle, because I persecuted the church of God.**
>
> **1 Corinthians 15:9**

3. After some more time, Paul thought that he was the least of all saints.

> **Unto me, who am less than the least of all saints…**
>
> **Ephesians 3:8**

As you can see, Paul's estimation of himself kept diminishing as he became more experienced in ministry. The higher you go in the Lord, the more you realize how dispensable you are. You discover that it is God's grace that is at work and not your own efforts.

4. At the end of his ministry, Paul decided he was the chief of sinners.

> **…Christ Jesus came into the world to save sinners; of whom I am chief.**

1 Timothy 1:15

This was not because Paul had committed some grievous sin. With maturity came the consciousness of his sinful nature and indeed, that of all men.

Don't Let Your Achievements Make You Proud

Do not let your achievements change your opinion of yourself. Nebuchadnezzar made an awful mistake when he walked on the rooftop of his castle. He thought that he had achieved great things by his own strength.

> **At the end of twelve months he walked in the palace of the kingdom of Babylon. The king spake, and said, Is not this great Babylon, that I have built for the house of the kingdom by the might of my power, and for the honour of my majesty? While the word was in the king's mouth, there fell a voice from heaven, saying, O king Nebuchadnezzar, to thee it is spoken; The kingdom is departed from thee.**
>
> **Daniel 4:29-31**

When Nebuchadnezzar developed an elevated opinion of himself, God punished him. If you are a leader, do not make foolish statements about your achievements. I have heard political leaders make very foolish statements after being in power for some time. Some leaders even think they will live forever. But you can be very easily removed. Ask your fathers and ancestors whether they lived forever.

> **Your fathers, where are they? and the prophets, do they live for ever?**
>
> **Zechariah 1:5**

Do Not Laugh at Other Leaders

Maintain a humble opinion of yourself because you are mere flesh. Do not laugh at another leader who is in difficulty. History has taught us that judgmental leaders are prone to fall. Do not mock when other leaders fall into sin. What was David's reaction when Saul was killed in battle? Did he say, "It serves him right?" No, he did not! Mourn with those that mourn and pray for them. Notice the words of a great leader as he lamented over the fall of another great leader.

> **Thy beauty of Israel is slain upon thy high places: how are the mighty fallen! Tell it not in Gath, publish it not in the streets of Askelon; lest the daughters of the Philistines rejoice, lest the daughters of the uncircumcised triumph. Ye mountains of Gilboa, let there be no dew, neither let there be rain, upon you, nor fields of offerings: for there the shield of the mighty is vilely cast away, the shield of Saul, as though he had not been anointed with oil.**
>
> **2 Samuel 1:19-21**

Chapter 118
Convince People to Believe in You

… ye believe in God, BELIEVE ALSO IN ME.

John 14:1

Jesus asked people to believe in Him personally. Even though they believed in God, He needed them to also believe in Him.

Jesus got Nathaniel to believe in Him. Nathaniel had a personal conviction that Jesus was a good person and that he should follow him.

> **Jesus saw Nathanael coming to him, and saith of him, Behold an Israelite indeed, in whom is no guile! Nathanael saith unto him, Whence knowest thou me? Jesus answered and said unto him, Before that Philip called thee, when thou wast under the fig tree, I saw thee. Nathanael answered and saith unto him, Rabbi, thou art the Son of God; thou art the King of Israel.**
>
> **John 1:47-49**

No one can truly follow your ideas unless he believes in you personally. The two go together. One of the reasons why leaders must be open is so that people get the chance to know them personally. I sometimes wonder as I watch preachers who say nothing about their personal lives. Could it be that they have no example to give or no testimony to share? Dear friend, the people you lead need to have faith in you as a person. How can this happen except you open up to them. People get to know what is in your heart by your words.

> **…for out of the abundance of the heart the mouth speaketh.**
>
> **Matthew 12:34**

When people can relate with the things that are in your heart, they will more readily go anywhere you want them to. They will be ready to do anything you tell them to do. I am not impressed with people who read speeches that have been written for them. I cannot know much about the person until I hear him speaking from his heart. It is the heart that really matters. When people can feel your passion, drive and vision, leadership will become natural. If you don't have a passion for anything or a drive to accomplish something, you are not a leader.

Pray for a passion and a conviction. Learning some rules about delegation, authority and management does not make anyone a real leader. That can only augment true leadership, which is from the heart. The reason why there are so many schools and books on leadership and yet we have such few leaders is because leadership is from the heart. People will not follow you with their hearts until they believe in you with their hearts.

Seven Ways to Make People Believe in You

1. Be open about your private life.

When there are many mysteries surrounding your life people will not naturally gravitate towards you.

2. Be honest about your problems.

Everyone has problems, including leaders. People rally around leaders whom they perceive to be real. A real leader is someone who has the same challenges as everyone else but overcomes them. If you have marital challenges, admit them openly and share how God helps you and your spouse to overcome them.

3. Preach from your heart.

Never read a sermon out to people. I once heard a secular head of state complain about his priest. He said, "I make speeches and I speak from my heart. Why should a priest who hears from God read his message to me?" When you read sermons your hearers may doubt your sincerity. Everything that is written is carefully thought out. What we want to hear is what is in your heart.

> **But I say unto you, That every idle word that men shall speak, they shall give account thereof in the day of judgment.**
>
> **Matthew 12:36**

4. Share your personal eXperiences with God.

Having a personal experience with God gives credibility and authority to the leader. After all, your Christian leadership is based on your having a relationship with God. If you have had a visitation by an angel or Jesus, share it and it will bring down the awesome presence of God.

5. Tell people what God told you.

If God spoke to you, share it. Being able to tell people that God told you something is a mighty step of faith. It shows that you have a personal commission from the Lord. People want to follow God, so if you have heard from God then they will want to follow you.

6. Sacrifice towards your vision.

People can see the sacrifices you are making towards what you believe. Your sacrifice will speak louder than a hundred sermons. I have sacrificed my medical profession for the ministry. That one act has given me more credibility than anything else. People will believe in you when they see your sacrifice.

7. Be prayerful. Prayer generates spiritual authority. Authority is that "not-easily-defined, invisible, magnetic aura that surrounds a man of God."

Authority emanates from your closeness to God. The closer you are to a person, the more confidently you will speak about him. People will believe in you because of your prayer life. This is a secret that many prayer-less people do not know. People do not follow prayer-less leaders. Your private prayer will make people believe in you.

Chapter 119
Say a Lot or Say Nothing, Depending on Who You Are Talking To

A leader must learn to speak more or less, depending on who he is speaking to. Jesus Christ spoke for hours when he was surrounded by eager listeners. People came from miles around to hear and to be healed. He would preach for hours until people could not go back home.

> **And straightway many were gathered together, insomuch that there was no room to receive them, no, not so much as about the door: and he preached the word unto them.**
>
> **Mark 2:2**

> **And it came to pass, that, as the people pressed upon him to hear the word of God, he stood by the lake of Gennesaret...**
>
> **Luke 5:1**

When Jesus was in the presence of people who hated and scorned him, he said nothing. He knew that time would tell it all.

Three People Jesus Refused to Speak To

1. Jesus had nothing to say to the religious leaders.

> And the high priest stood up in the midst, and asked Jesus, saying, Answerest thou nothing? what is it which these witness against thee? But he held his peace, and answered nothing…
>
> Mark 14:60-61

2. Jesus had nothing to say to the governor, Pontius Pilate.

> And Pilate asked him, Art thou the King of the Jews? And he answering said unto him, Thou sayest it. And the chief priests accused him of many things: but he answered nothing. And Pilate asked him again, saying, Answerest thou nothing? Behold how many things they witness against thee. But Jesus yet answered nothing; so that Pilate marvelled.
>
> Mark 15:2-5

3. Jesus had nothing to say to Herod.

> And as soon as he knew that he belonged unto Herod's jurisdiction, he sent him to Herod, who himself also was at Jerusalem at that time. And when Herod saw Jesus, he was exceeding glad: for he was desirous to see him of a long season, because he had heard many things of him; and he hoped to have seen some miracle done by him. Then he questioned with him in many words; but he answered him nothing. And the chief priests and scribes stood and vehemently accused him.
>
> Luke 23:7-10

These were people who hated Jesus and he knew it. He knew that nothing he said would change their minds. I would rather follow the example of Jesus than to follow the guidance of a

communications expert. I have left many matters to God and to time. He can best answer every accusation. You will notice that Jesus was accused vehemently, but refused to comment or respond to these accusations. It was not that Jesus could not speak. We see how he preached the Sermon on the Mount. We see how he taught at the seaside. We see how he preached so long that he had to feed the people afterwards.

Many pastors and leaders feel the need to attend interviews and discussions. They feel that they are obligated to clear their name and to improve their image. Mind you, I am not saying that it is wrong for pastors to speak to the press or to be interviewed.

What I am saying is that Jesus did not bother to speak to hostile, disapproving interviewers who would never change their minds anyway. I would advise every minister to follow the example of Jesus Christ.

Three Reasons Why Pastors Are Not Obliged to Speak to the Press

1. The media has no power to make or destroy a minister of the gospel.

I know that many media men think that they have that power. Pilate also thought that he had power to destroy or establish Jesus.

> **Then saith Pilate unto him, Speakest thou not unto me? knowest thou not that I have power to crucify thee, and have power to release thee?**
>
> **John 19:10**

But Jesus corrected him.

> **Jesus answered, Thou couldest have no power at all against me, except it were given thee from above: therefore he that delivered me unto thee hath the greater sin.**
>
> **John 19:11**

In the same way, many press men feel that they have the power to destroy a man of God or a church if they want to. No one has the power to do anything unless God allows it. If Jesus had thought his ministry was being destroyed by those unanswered accusations, he would have spoken out. Learn this secret; no human being can destroy what God has built. Those accusations only serve as a basis for the future judgement of those liars. It may seem as though they have destroyed something, but in reality no one can destroy God's handiwork.

2. Pastors must reserve their words for their congregations who will truly appreciate them.

Pastors must know that the appropriate forum for ministering is in the church and not to scoffing, scornful talk show hosts who despise your very existence. When hostile interviewers who were already biased questioned Jesus, he explained to them that He had nothing new to say. He had said all he had to say in church already.

> **The high priest then asked Jesus of his disciples and of his doctrine. Jesus answered him, I spake openly to the world; I ever taught in the synagogue, and in the temple, whither the Jews always result; and in secret have I said nothing. Why askest thou me? ask them which heard me, what I have said unto them: behold they know what I said.**
>
> **John 18:19-21**

Such an answer would annoy most reporters. Indeed, it irritated the men of that day.

> **And when he had thus spoken, one of the officers which stood by struck Jesus with the palm of his hand, saying, Answerest thou the high priest so? Jesus answered him, If I have spoken evil, bear witness of the evil: but if well, why smitest thou me?**
>
> **John 18:22,23**

3. There is no need for a pastor to justify himself to men.

If you are acceptable to God there is no need to appear pleasing to human society. Efforts to make yourself more acceptable to human beings may actually incur the displeasure of God.

> **And he said unto them, Ye are they which justify yourselves before men; but God knoweth your hearts: for that which is highly esteemed among men is abomination in the sight of God**
>
> **Luke 16:15**

Chapter 120
Accept the Principle of Ranking

They shall run like mighty men; they shall climb the wall like men of war; and they shall march every one on his ways, and THEY SHALL NOT BREAK THEIR RANKS.

Joel 2:7

Ten Things Every Leader Should Know about Rank

1. We are not created to be the same. Ranking is the acknowledgement of that reality.

Some political ideologies have tried to make everybody the same. God did not create us to be equal. A leader is somebody who understands that he has a place in the scheme of things.

2. Your rank defines your level of operation.

It tells you how high or low you are. Your rank may be designated by God or by your human superiors.

3. Ranking eliminates confusion within an organization.

4. Ranking shows you how much higher you can go.

I know of people who have more growth in their ministries than I do. I rejoice with them at what the Lord is doing. I know that I am not at the highest level that there is. I respect those who are ahead of me.

5. Ranking shows you how low you can sink.

Understand that there are always people who are senior or junior to you.

6. Ranks are changeable and very often they are changed.

Once you understand that your current rank is not necessarily your position for life, you will have hope for promotion in the future.

7. Every rank has to be explored fully before you move on to the next.

If God places you at the level of a pastor, explore it fully and discover all that there is in the pastoral office.

8. There are principles that determine promotion from rank to rank.

For instance, faithfulness and fruitfulness within your rank are very important for promotion.

9. A real change of rank occurs when God promotes you Himself.

I said unto the fools, Deal not foolishly: and to the wicked, Lift not up the horn:

Psalm 75:4

Promotion comes from the Lord. My position in the Lord is God-given and so is yours. Let us

respect one another and God will move us to a higher rank.

10. Promotion to a higher rank often goes with new attacks. New levels bring new devils.

David's problems began when he killed Goliath. By killing Goliath he moved from the ranks of an unknown youth to the ranks of a famous warrior. It was then that Saul began to "eye" him and persecute him.

Promotion from God comes with persecution. You must know the implications of a higher rank. I never knew that God would raise me to where I am in ministry. I also never expected that I would encounter such persecution.

> **But he shall receive an hundredfold now in this time, houses, and brethren, and sisters, and mothers, and children, and lands, with persecutions…**
>
> **Mark 10:30**

Chapter 121
Turn the People around You into Better Human Beings

For I know that this shall turn to my salvation through your prayer, and the supply of the Spirit of Jesus Christ,

Philippians 1:19

A good leader changes his followers. The people you influence will never forget you. They will be indebted to you forever. If God has told you to be a leader, you must see yourself working on the lives of the people you lead. Leadership is not just being called Chairman or President. Leadership is not a matter of sporting fancy titles. To lead is to work on people until they become better human beings.

By the time Jesus had led his disciples for three years, their lives had been completely transformed.

Now when they saw the boldness of Peter and John, and perceived that they were unlearned and ignorant men, they marvelled; and they took knowledge of them, that they had been with Jesus.

Acts 4:13

Being with a good leader changes your life forever. A good leader changes the lives of his followers until he is unforgettable in their lives. A good leader affects the lives of his followers so much that his followers will be indebted to him. This is what happened between Paul and Philemon. Apostle Paul reminded Philemon how much he had affected his life. He told him that he owed him his very life!

…Albeit I do not say to thee how thou owest unto me even thine own self besides.

Philemon 19

Eight Ways to Become an Unforgettable Leader

1. Lead someone to Christ.

When you lead someone to Christ he will be forever indebted to you for bringing him to the Lord.

2. Lead someone to be filled with the Holy Spirit.

They will forever be indebted to you for leading them to the greatest power and helper on the earth today.

3. Establish someone in the Word of God.

They will forever be indebted to you for leading them to the greatest source of wisdom and direction for mankind. I am forever indebted to my mother in the Lord who taught me how to have a quiet time. My daily quiet time with the Word of God has become the greatest secret of my life. Most definitely I am indebted to the one who taught me this great secret.

4. Lead someone to the right church.

The right fellowship makes the difference between Christians. It is the most important factor that challenges a Christian to stay on the right path after salvation.

5. Help somebody find his way into the ministry.

The ministry is the highest calling on earth. It is the best vocation for a human being. It is the only job with eternal value. We will all find out that there is no higher privilege than to be called to serve in the ministry. It is just a matter of time.

6. Help somebody to get married.

Finding a marriage partner is one of life's greatest decisions after choosing Christ. It will make or break you. If you help someone to get married to the right person at the right time he is indebted to you for life!

7. Help to save somebody's marriage.

Marriage is like glass, it is easily broken. Troubled marriages are very difficult to heal. If you successfully help to heal someone's marriage, he will remember you for life.

8. Help somebody to make the right decisions at the crossroads of his or her life.

Decisions make a great difference in a person's life. For instance, where you live, your job, school, etc. If you influence somebody in the right direction you will be an unforgettable person to him.

…Albeit I do not say to thee how thou owest unto me even thine own self besides.

Philemon 19

Chapter 122
Move to the Right Geographical Location

Many people waste precious years of their lives oscillating between one location and another. Where you live is very important for your success. This is because God has not called you everywhere but *somewhere!* No one is successful everywhere! Even Jesus did not succeed everywhere. He never stayed where he was not wanted. I used to think that Jesus did powerful miracles everywhere, but I found out that he didn't. The Bible says that he *could not* do miracles in his own country.

> **And he went out from thence, and came into his own country; and his disciples follow him. And he could there do no mighty work, save that he laid his hands upon a few sick folk, and healed them.**
>
> **Mark 6:1,5**

Even in the places where he had a good flow, Jesus had varying levels of success. He did many mighty works, but *most of these* were done in particular cities. There were physical locations where there was more success in Jesus' ministry. Be willing to go to places you have never been if God is calling you there. We all love our familiar surroundings and our comfort zones. God's promotion is waiting for you when you are prepared to obey and relocate for his purpose.

> **Then began he to upbraid the cities wherein most of his mighty works were done… Chorazin… Bethsaida… ...Capernaum…**
>
> **Matthew 11:20,21,23**

Seven People Who Became Successful When They Moved

1. Jesus' ministry blossomed when He moved away from His birthplace and set up His headquarters in Capernaum.

The people in his hometown were angry when he preached.

> **And he came to Nazareth, where he had been brought up: and, as his custom was, he went into the synagogue on the sabbath day, and stood up for to read. And all they in the synagogue, when they heard these things, were filled with wrath,**
>
> **Luke 4:16, 28**

However, the people of Capernaum loved his ministry. In Capernaum, Jesus taught, preached and did many of his mighty works.

> **And came down to Capernaum, a city of Galilee, and taught them on the sabbath days. And they were astonished at his doctrine: for his word was with power.**
>
> **Luke 4:31,32**

I have seen the greatest miracles of my ministry in certain places. I know that God has specific places where he will do great things.

2. Joseph became successful when he moved to live in Egypt.

Sometimes we are unwilling to go where God wants us to be. Like Joseph, we sometimes have

to go there as prisoners.

> **And Joseph was brought down to Egypt; and Potiphar, an officer of Pharaoh, captain of the guard, an Egyptian, bought him of the hands of the Ishmeelites, which had brought him down thither.**
>
> **Genesis 39:1**

3. Ruth became successful when she moved out of Moab to live in Jerusalem.

> **And Ruth said, Entreat me not to leave thee, or to return from following after thee: for whither thou goest, I will go; and where thou lodgest, I will lodge: thy people shall be my people, and thy God my God:**
>
> **Ruth 1:16**

Sometimes circumstances make people change location. Ruth had become a widow. Her life had taken a sour turn. It was these very circumstances that would lead her to the place where she was destined to become famous. Ruth is important because she became the great grandmother of King David, Israel's greatest king. Ruth is also famous because she was the great-great grandmother of Solomon, the richest man who ever lived.

4. Daniel became successful when he was displaced from Jerusalem to Babylon.

He was destined to be a prime minister for three different regimes. Daniel served in the highest office of Nebuchadnezzar's government, Belshazzar's government and Darius the Persian. Many economic refugees from Africa are being used by God to do his work in atheistic Europe.

5. Abraham's life changed when he moved out of his own country and into Canaan.

> **Now the LORD had said unto Abram, Get thee out of thy country, and from thy kindred, and from thy father's house, unto a land that I will show thee:**
>
> **Genesis 12:1**

God wanted to separate Abraham from his idol-worshipping relatives. It was necessary for Abraham to move away.

It may be necessary to relocate before God's will for your life can materialize.

6. Jacob's business flourished when he moved to live with his uncle Laban.

> **And Laban said unto him, I pray thee, if I have found favour in thine eyes, tarry: for I have learned by eXperience that the Lord hath blessed me for thy sake. And the man increased eXceedingly, and had much cattle, and maidservants, and menservants, and camels, and asses.**
>
> **Genesis 30:27,43**

7. Paul lived among the Gentiles after God called him.

His ministry was to the Gentiles and not to the Jews, and he knew it. As a wise leader he knew that he would only succeed when he was physically located at the right place. From the very beginning Paul avoided staying in Jerusalem. The remainder of his life was among the Gentiles. This was one of the keys of Paul's success as a leader.

To reveal his Son in me, that I might preach him among the heathen; immediately I conferred not with flesh and blood: Neither went I up to Jerusalem to them which were apostles before me; but I went into Arabia, and returned again unto Damascus.

Galatians 1:16,17

Chapter 123
Control Your Carnal Instincts
The Dangers of Not Controlling Your Natural Instincts

The dangers of not controlling your natural instincts are very great. The Bible describes your body with four terrible adjectives. Each of these things is waiting to consume us if we allow it. every leader must guard against the destruction that comes through the flesh.

1. If you do not control your natural instincts you are in danger of corruption.

> So also *is* the resurrection of the dead. It is sown in corruption; it is raised in incorruption:"
>
> 1 Corinthians 15:42

2. If you do not control your natural instincts you are in danger of dishonour.

> It is sown in dishonour; it is raised in glory: it is sown in weakness; it is raised in power:
>
> 1 Corinthians 15:43

3. If you do not control your natural instincts you are in danger of weakness.

> It is sown in dishonour; it is raised in glory: it is sown in weakness; it is raised in power:
>
> 1 Corinthians 15:43

4. If you do not control your natural instincts you are in danger of becoming natural instead of spiritual.

> It is sown a natural body; it is raised a spiritual body. There is a natural body, and there is a spiritual body.
>
> 1 Corinthians 15:44

God is not working through angels, he is working through men and women who have what I call "carnal instincts".

> But we have this treasure in earthen vessels, that the excellency of the power may be of God, and not of us.
>
> 2 Corinthians 4:7

The earthen vessels in this Scripture are referring to the flesh. You must first control yourself before you try to control others. A leader must learn to control and direct his natural desire for carnal things. If this carnal instinct is unchecked, a person will discover that he can lead no one. Certain people are unable to fast. They cannot control their stomachs. You cannot be a good leader if your natural instincts lie unchecked.

Some women have the natural instinct to be jealous or quarrelsome. If you do not check these carnal instincts then you can lead no one. I remember a church where the pastor kept having children with his church members (other than his wife). Naturally, the members of the church dwindled until there was almost no one left. The pastor did not have control over his carnal instincts.

Jesus Overcame His Carnal Instincts

For we have not an high priest which cannot be touched with the feeling of our infirmities; but was in all points tempted like as we are, yet without sin.

Hebrews 4:15

When Jesus was in the Garden of Gethsemane, his natural instincts made him recoil from the thought of the cross. However, he prayed earnestly about it and was able to gain control of it himself. He walked to the cross for you and I. Even on the cross, his natural instincts made him think of calling on angels to deliver him. But once again, he held himself in check.

It is gaining control of these natural instincts that separates leaders from followers. Do not think that leaders are people who have no feelings, temptations or fleshly desires. They have as many of these lower instincts as anyone else. The key to leadership is gaining control of your lower instincts. If we were to follow our natural instincts, we would never pray, fast or read our Bibles.

The Apostle Paul spoke about how he kept his natural lower instincts in check. If Paul could do it then so can we.

But I keep under my body, and bring it into subjection: lest that by any means, when I have preached to others, I myself should be a castaway.

1 Corinthians 9:27

Chapter 124
Understand the Difference between the Ideal and the Real

An experienced person is someone who knows the difference between the ideal and the real. The "ideal" is like the stars of the sky. It tells us where we want to go. The real is what is "on the ground". It tells us where we really are. Theoretical knowledge will tell you the ideal but experience will tell you what is real.

Young and inexperienced politicians have often come on the political scene with all sorts of idealistic philosophies. Many of such people have communist and socialist leanings. With time and experience, they often realize that things are not as straightforward as they thought. You will often find such people switching to capitalist ideologies.

The ideal and the real are also seen in the ministry. You may think that if you do certain things you will get certain results. As you mature you will discover that it is not as simple as that. Church growth principles may be applied, but the church will still not grow. This is because the ideal is different from the real. Experience will teach you that.

It is ideal to live up to seventy years, but I have watched as young pastors have died in the midst of their years. It is ideal for everyone to be healed, but the real is not so. Even Jesus did not try to heal everyone. Experience will make you mature and make you a more capable and able leader.

Do not despise the lessons of maturity that you are learning. Do not change your theologies because of your experiences. The Word of God is still true. The fact is that we don't know everything. There is a reason why the real is often different from the ideal. There are often other factors at work that we are not aware of. It is not everything that we know or understand. Paul did not understand everything. He described it as seeing through a dark glass.

> **For now we see through a glass, darkly; but then face to face: now I know in part; but then shall I know even as also I am known.**
>
> **1 Corinthians 13:12**

Why the Ideal Is Different from the Real

1. The ideal is different from the real because of our human frame.

> Like as a father pitieth *his* children, so the LORD pitieth them that fear him.
> For HE KNOWETH OUR FRAME; he remembereth that we *are* dust.
>
> Psalms 103:13-14

As long as we live in these earthly bodies, we will be limited, frail and weak. Every organisation made up of human beings is a frail and weak organisation because it is affected by human weakness and human corruption. This is why evil is found in churches, governments and other religious institutions. All these institutions are human institutions and the human frailties abound therein.

> Behold, he put no trust in his servants; and his angels he charged with folly:

How much less *in* THEM THAT DWELL IN HOUSES OF CLAY, whose foundation *is* in the dust, *which* are crushed before the moth?

Job 4:18-19

2. The ideal is different from reality because life on this earth is full of vanity.

I have seen all the works that are done under the sun; and, behold, all is vanity and vexation of spirit."

Ecclesiastes 1:14

Solomon said that everything on earth was vain. You may set out to achieve great things. But everything you achieve will turn out to be vain. Life is full of vanity. That means that life is useless, empty and worthless. Actually, the word 'vanity' also means longing and grasping. All our life on earth is full of longing and grasping. We live our lives longing, desiring and grasping for things that are out of our reach and it all comes to emptiness. This is why we achieve far less than the ideal goals and targets we set for ourselves. We will end up coming to the same place of emptiness, grasping, longing and uselessness.

3. The ideal is different from reality because of demon activity.

And lest I should be exalted above measure through the abundance of the revelations, there was given to me a thorn in the flesh, the messenger of Satan to buffet me, lest I should be exalted above measure.

2 Corinthians 12:7

Demon activity was allowed to take place in Paul's life. This demon activity is what he describes as a messenger of Satan. It was an unbindable and unstoppable agent of distress, persecution, tribulation and infirmity. In spite of the fact that Paul did all the right things, he still had to endure this demonic activity which reduced his life from an ideal situation to a distressed and persecuted state.

4. The ideal is different from the real because of the curses operating in the earth.

In the midst of the street of it, and on either side of the river, *was there* the tree of life, which bare twelve *manner of* fruits, and yielded her fruit every month: and the leaves of the tree *were* for the healing of the nations.

AND THERE SHALL BE NO MORE CURSE: …

Revelation 22:2-3

The nations are sick and the nations are in need of healing. There are curses spoken over the earth, over the people and over the nations. These curses are words of frustration, words of diminution, words of harm, words of darkness and words of destitution. These words are taken over all the ideal plans of men and cause the ideal plans of men to be frustrated and nullified. Many people start out with ideal ideas for life but as soon as the curse is activated, the ideal plans are scattered and man comes down to reality. Perhaps, it is like coming from a honeymoon into the reality of home, work and ordinariness!

Idealism and Delusions

Leadership often requires maturity. Maturity comes from experience. Experiences in life will harden you. Maturity is required for leadership. Maturity drives away delusions and idealism.

Not a novice, lest being lifted up with pride he fall into the condemnation of the devil.
1 Timothy 3:6

Have you ever wondered why a presidential candidate must be at least forty years old? By the age of forty, experience would have driven delusions and idealism away. Walk on the road that will harden you and make you more experienced. Learn from each experience you have.

As I write this book, I am listening to music by Keith Green. I cannot understand why such a person's life should be cut short at the age of twenty-eight. The passion, zeal and anointing of his music can hardly compare with the watered down Christian music of today. Yet, Keith Green was removed in the midst of his years. He left behind a wife and little children. Do you have an explanation for this? I do not! The secret things belong to the Lord. Be mature!

The secret things belong unto the Lord our God: but those things which are revealed belong unto us and to our children for ever, that we may do all the words of this law.

Deuteronomy 29:29

Chapter 125
Identify the Different Types of Employees in Your Organization

And all they that heard them laid them up in their hearts, saying, WHAT MANNER OF CHILD SHALL THIS BE! And the hand of the Lord was with him.

Luke 1:66

When John the Baptist was born, they realised that a peculiar child had come into the world. The question on everyone's lips was, 'What manner of child shall this be?' What type of human being is this going to be? You see, there are different types of people in this world. And there are different kinds of people who work under every leader. It is important to identify the different types of employees that exist.

Five Types of Employees Every Leader Has to Deal With

1. Employees who prefer resting to working

God worked for six days and rested for one day. This means that it is better to work than to rest. Any employee who prefers resting to working, has not found his God-given task.

2. Employees who are not prepared to do anything extra or new

Such employees are not valuable; they want to do what they have always done. They don't want change.

3. Workers who are prepared to do any job

Such people are valuable. They are prepared to learn. They want to advance. They want to please you.

4. Results-producing employees

One of the most valuable things in an employee is his ability to produce results.

5. Workers who are consumed and obsessed with their work

This is the highest kind of worker. Value them and pay them highly.

Seven Things Every Leader Should Teach His Employee

1. Teach every employee to write instructions down as you speak.

2. Teach your employees to repeat their instructions and ask questions about the instructions you have given them.

3. Teach them to call you, talk to you and consult you frequently.

4. Teach them to be ready to change jobs and accept new responsibilities.

5. Teach them to dress formally whilst at work.

Have you not noticed that the wealthiest organizations, such as banks, instruct their employees to dress very formally?

6. Teach them to solve problems they encounter in the course of their duties.

Instead of reporting problems, they should report how they solved those problems!

7. Teach them to think about their work whilst at home.

Someone who thinks about his work whilst at home is both consumed and obsessed by his job. Such people read books about their career. They spend their money and time in an effort to be better prepared for their task.

How to Be Consumed with Your Work

1. Know that you will only succeed with things that consume your whole being.

2. Find the job which does not make you conscious of time.That is your God-given task.

3. Continue your work in your mind, even whilst at home.

4. Buy and read books about your work.

5. Have more of friends who are into your kind of work. This will mean that even your leisure times relate to your work.

6. Spend money to be better trained and prepared for your work.

Chapter 126
Develop the Art of Keeping People Together
Five Keys to Keeping People Together

1. Have a strong desire to keep everyone together. Fight to prevent the loss of even one person. Jesus' aim was to lose none of the people God had given Him.

Pastoring a church is the art of keeping people together. At many points in the life of a church, there are situations that have the potential of dividing people. You must develop the art of keeping people together. What is the key to uniting people? You must believe that the people must be kept together. If you have a *"you can go to hell if you want to"* attitude, many people are going to drop out of your team.

Moses Kept People Together

> Now the children of Reuben and the children of Gad had a very great multitude of cattle: and when they saw the land of Jazer, and the land of Gilead, that, behold, was a place for cattle; Wherefore, said they, If we have found grace in thy sight, let this land be given unto thy servants for a possession, and bring us not over Jordan. And Moses said unto them, If ye will do this thing, If ye will go armed before the Lord to war, And will go all of you armed over Jordan before the Lord, until he hath driven out his enemies from before him, …this land shall be your possession before the Lord.
>
> Numbers 32:1,5,20-22

Moses came across a delicate situation. Some of the tribes of Israel did not want to cross the River Jordan. They wanted to stay where the grass was good for their cattle; meanwhile, there was a war to fight. They had been together up until this time and the nation Israel was about to split up into two parts. God gave Moses the wisdom to keep Israel united.

Moses could have cursed those tribes and could have told them to go to hell. He could have told them that they were damned. But he made it possible for them to have their dreamland and at the same time remain a part of Israel.

2. Love all the people God gives you.

Another key is to cherish and love people genuinely. When you love somebody genuinely, you do not easily want to part with the person. A leader must have real love for people. People will stay where they feel they are genuinely loved. Even if there is a reason for your followers to separate, your love for all the groups will make them stay together.

3. Use the wisdom of God to handle delicate situations.

> Then came there two women, that were harlots, unto the king, and stood before him. And the one woman said, O my lord, I and this woman dwell in one house; and I was delivered of a child with her in the house. And it came to pass the third day after that I was delivered, that this woman was delivered also: and we were together; there was no stranger with us in the house, save we two in the house. And this woman's child died in the night; because she overlaid it. And she arose at midnight, and took my son from beside

me, while thine handmaid slept, and laid it in her bosom, and laid her dead child in my bosom. And when I rose in the morning to give my child suck, behold, it was dead: but when I had considered it in the morning, behold, it was not my son, which I did bear.

And the other woman said, Nay; but the living is my son, and the dead is thy son. And this said, No; but the dead is thy son, and the living is my son. Thus they spake before the king. Then said the king, The one saith, This is my son that liveth, and thy son is the dead: and the other saith, Nay; but thy son is the dead, and my son is the living. And the king said, Bring me a sword. And they brought a sword before the king. And the king said, Divide the living child in two, and give half to the one, and half to the other.

Then spake the woman whose the living child was unto the king, for her bowels yearned upon her son, and she said, O my lord, give her the living child, and in no wise slay it. But the other said, Let it be neither mine nor thine, but divide it. Then the king answered and said, Give her the living child, and in no wise slay it: she is the mother thereof. And all Israel heard of the judgment which the king had judged; and they feared the king: for they saw that the wisdom of God was in him, to do judgment.

1 Kings 3:16-28

King Solomon faced a delicate situation. Whose side was he on? Many times, people want to say that the leader supports this person or the other. In marriage counselling sessions, I have often been accused of being on either the side of the wives or the husbands. People want to say that you are on this side or the other. It takes the wisdom of God to handle delicate situations. Marriage is a delicate thing. Handle marital crises carefully and the couples in your church will stay together. A true leader is going to have his ability to handle delicate situations tested. If you fail, your people will not stay together.

4. Bring peace between people.

Most of the leaders of this world are engaged in settling conflicts. The reality is that human beings have so many conflicts and wars between each other that there is constantly no peace. Anyone who is a leader will need to learn the art of peace-making.

Follow peace will all men…

Hebrews 12:14

Have you not noticed that many presidents wish to be the ones who bring peace between warring factions? Successive American presidents have longed to be the ones to bring peace to the Middle East. They take famous photographs standing between sworn enemies. These pictures are important to them as they testify about their ability to lead. Anyone who is able to bring peace to this world has leadership abilities.

Are you a leader? Do you help to bring peace between enemies? Do you fuel hatred and strife? A leader does not bring more confusion; he brings peace.

5. Be at peace with others.

Some people are constantly at war. They pick quarrels with almost anyone they interact with. I know some pastors' wives who have driven away many people from their husbands' churches. You cannot lead people with whom you constantly fight. You may be wondering why nobody is following you. How can people follow someone who keeps stabbing them in the back? Would you follow someone who turns around every few minutes and throws a stone at you? Certainly not!

Do you desire to be a leader? Then develop the art of being at peace with those around you. Do not constantly threaten them. Do not frighten them with curses.

I was once invited to visit with a man of God. I did not want to go. I had seen that man curse people many times. I thought to myself, "Perhaps he will curse me today." I did not want to be around a man who effortlessly threw curses around.

The art of leadership is the art of being at peace with those around you. Do not be disturbed by other people's successes. Do not fight them because they have something you do not have. Be content with such things as you have. Accept other people's success and do not fight them.

What is the key to being at peace with others? Accept them as they are. Do not try to change everyone around you. We are only human and we have our mistakes.

Chapter 127
Constantly Think about the Day of Accountability
Four Questions You Must Prepare For

1. How much work have you done? How many people did you win to Christ? How many churches did you build? How many crusades did you hold? How many times did you preach the gospel?

And he called his ten servants, and delivered them ten pounds, and said unto them, Occupy till I come.

But his citizens hated him, and sent a message after him, saying, We will not have this man to reign over us.

And it came to pass, that when he was returned, having received the kingdom, then he commanded these servants to be called unto him, to whom he had given the money, that he might know HOW MUCH EVERY MAN HAD GAINED BY TRADING.

Luke 19:13-15

2. What type of work have you done? What sort of fruit did you bear? Did you bring forth songs or sermons? Did you raise souls or money? Did you build churches or did you turn them down?

Every man's work shall be made manifest: for the day shall declare it, because it shall be revealed by fire; and the fire shall try every man's work of WHAT SORT IT IS.

1 Corinthians 3:13

3. What secret or hidden things have you done? Do you have good secrets or bad secrets? Have you hidden evil away from the view of others? The hidden parts of you are things like your marriage, your moral life, your financial life. Have you done good works in secret? Are the hidden aspects of your life good news or bad news?

Therefore do not go on passing judgment before the time, but wait until the lord comes WHO WILL BOTH BRING TO LIGHT THE THINGS HIDDEN in the darkness and disclose the motives of men's hearts; and then each man's praise will come to him from God.

1 Corinthians 4:5 (NASB)

4. What have been your motives? What is the reason for the things you have done? What are the reasons for the sermons you preached? Were you motivated by money? Were you motivated by greed or were you motivated by lust? Were you motivated by fame or were you motivated by your love for God?

Therefore do not go on passing judgment before the time, but wait until the lord comes who will both bring to light the things hidden in the darkness and disclose THE MOTIVES OF MEN'S HEARTS; and then each man's praise will come to him from God.

1 Corinthians 4:5 (NASB)

Every leader will give account for what he or she is doing. Are you ready to account to God for the sheep he gave you? Jesus kept on saying that he had lost none of the sheep God had given him except the son of perdition. Paul kept saying that he would have to give account. These were leaders who were constantly thinking about the day of accountability.

> **Obey them that have the rule over you, and submit yourselves: for they watch for your souls, as they that must give account, that they may do it with joy, and not with grief: for that is unprofitable for you.**
>
> **Hebrews 13:17**

Leadership is a great responsibility. I remember years ago, watching as several Ghanaian heads of state and ministers were executed by a firing squad. It was pathetic to see important people being humiliated and murdered. Most ordinary citizens did not receive such treatment. This is because most ordinary men had not taken up the responsibility of ruling the country. However, those who had taken up responsibility of leadership had to pay with their lives.

If you are constantly reminded that you will account for your leadership, you will become a better leader. Always remember that the day of accountability is coming. This will make you do the right thing. I am constantly aware that I will have to account to God for my ministry. I know that I will have to account for the members in my churches. This is why I make great efforts to look after them.

Are you a leader? Are you constantly thinking of your day of accountability? Please do! It is the key to the greatest inner motivation.